Board of Trade Journal

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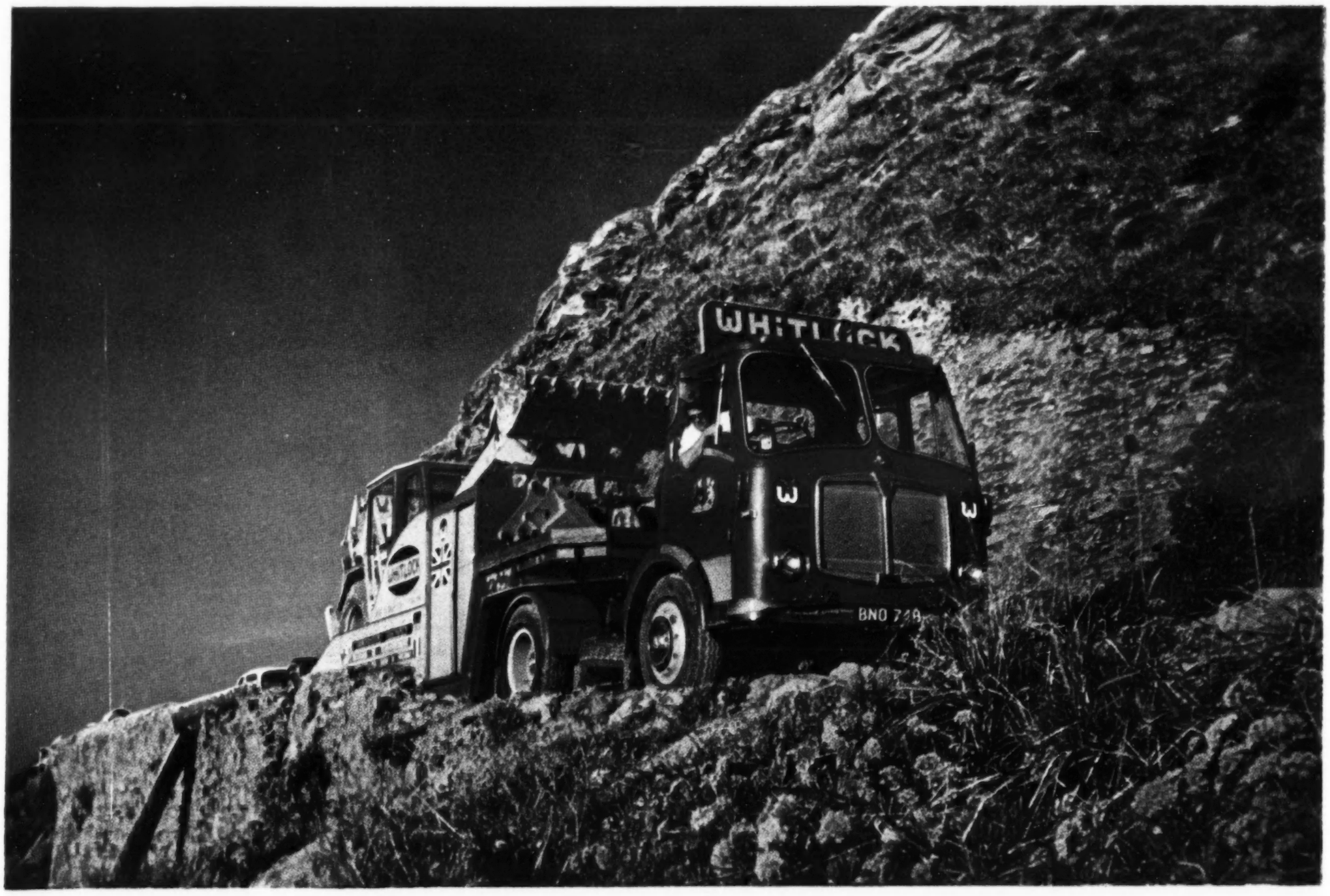

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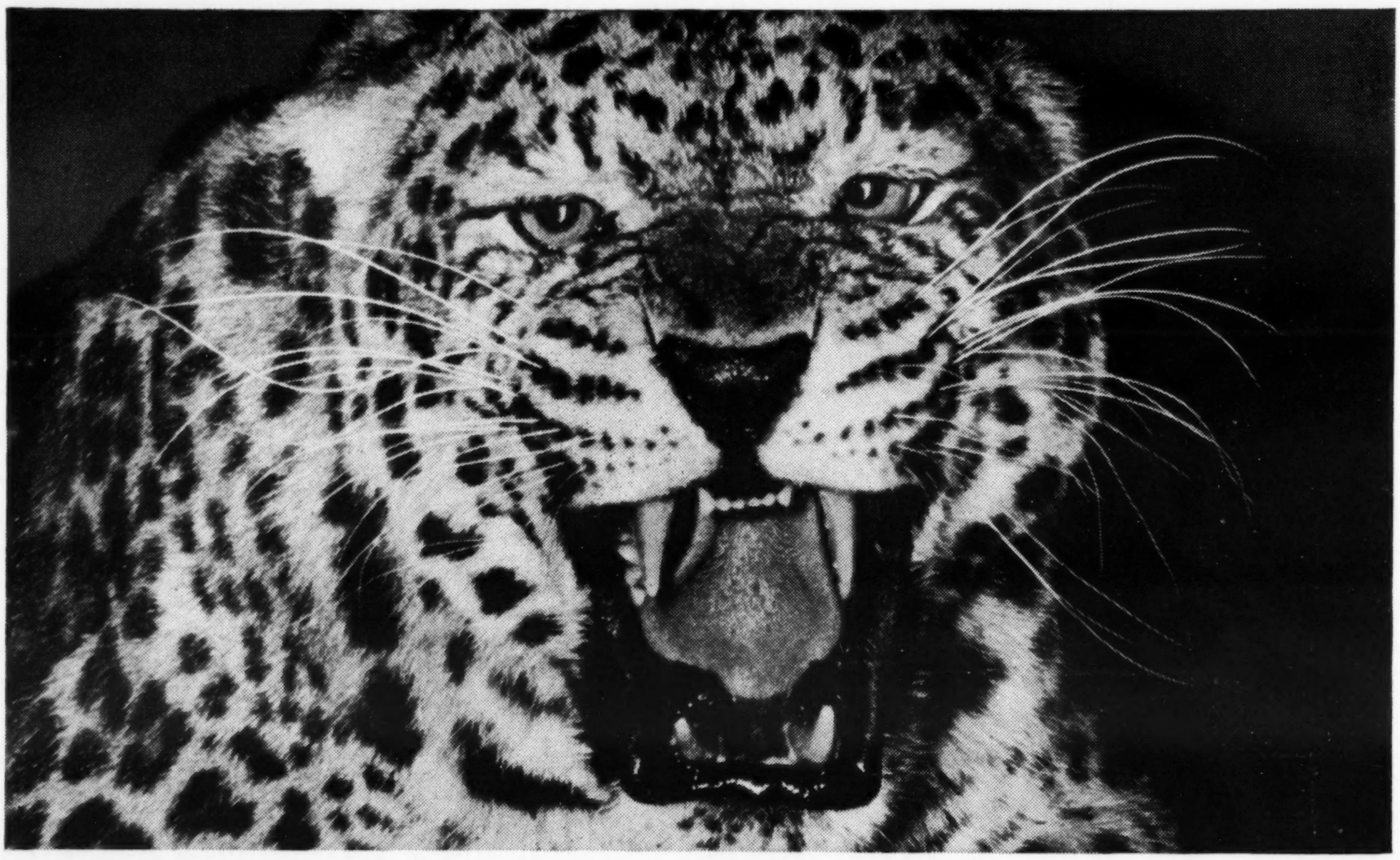

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Front cover photograph

The low loader demonstration unit of Whitlock Bros. Ltd., Great Yeldham, Essex, with a 605 Excavator-Loader on board, negotiating a steep mountain road in central Spain. The company has been exporting earthmoving equipment to Spain for several years and in conjunction with their agents have just completed an extensive tour of demonstrations, lasting three months, which has covered the whole of the country. Despite intensive competition from European and North American equipment manufacturers, their sales in Spain are now running at a record level and are expected to continue to rise. Whitlock are at present exporting over 65 per cent of their total production of excavators, loaders, dumpers and cranes to markets which include Germany, Austria, Denmark, Holland, Switzerland, the Middle East, and Australia.

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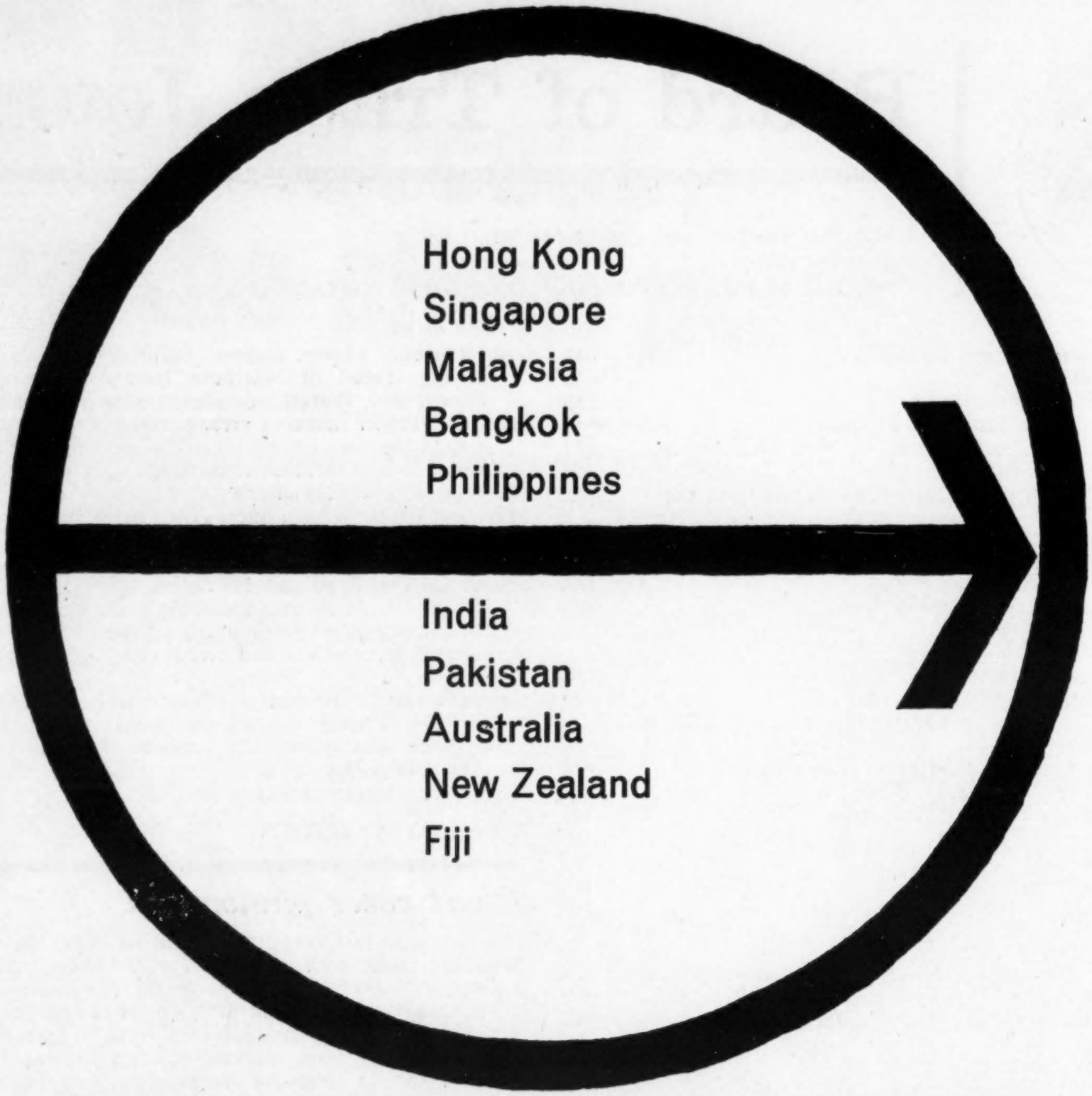

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Geddes report on shipbuilding industry

The report of the Shipbuilding Inquiry Committee was published yesterday. Copies are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 13s. (By post from PO Box 569, London, S.E.1, price 13s. 9d.). As the report was not published until after the *Board of Trade Journal* had gone to press, a summary will be published in next week's issue.

THE SHIPBUILDING INQUIRY COMMITTEE was set up in February of last year under the chairmanship of Mr. R. M. Geddes, OBE, Managing Director of Dunlop Rubber Co. Ltd. Its terms of reference were 'to establish what changes are necessary in organization, in the methods of production, and any other factor affecting costs to make the shipbuilding industry competitive in world markets; to establish what changes in organization and methods of production would reduce costs of manufacture of large main engines of ships to the lowest level; and to recommend what action should be taken by employers, trade unions and Government, to bring about these changes'. The Committee was concerned with shipyards regularly building vessels of 5,000 gross tons and above, or naval vessels of equivalent value, and the manufacture of steam turbines and slow running diesels normally installed in such ships.

The Government's intention to set up this Committee was first announced on November 20, 1964, and the President of the Board of Trade announced the appointment of Mr. Geddes to be Chairman of the Committee in answer to a written question in the House of Commons on February 2, 1965.

The appointment of the remaining members of the Committee was announced in answer to a written question in the House of Commons on February 12, 1965.

Members of the Committee, in addition to Mr. Geddes, were:

Mr. A. G. B. Burney, OBE.	Partner in Binder, Hamlyn & Co.
Mr. D. K. Fraser, MIMechE.	Managing Director, the G. A. Harvey Group of Companies.
Professor M. J. Lighthill, FRS.	Royal Society Research Professor, Imperial College of Science and Technology.
Mr. Bowman Scott, MBE.	Managing Director, Seltronic Group, Ltd. and an independent industrial consultant.
Mr. Charles Smith, JP.	General Secretary, Post Office Engineering Union.
Professor Thomas Wilson, OBE.	Professor of Political Economy, University of Glasgow.

The Committee held its first meeting on February 16, 1965. In the course of its inquiry the Committee received written evidence from over 100 persons, companies and organizations connected with or interested in the future of the shipbuilding industry and had formal meetings with many of them. There were also less formal discussions with numerous groups and individuals.

Members of the Committee visited all 27 of the yards covered by its terms of reference as well as a number of suppliers and other establishments. In these visits they included, whenever possible, meetings with shop stewards and with persons interested in regional development. Accountants visited each firm on the Committee's behalf, the principals of firms were seen privately to discuss their future plans and the Committee also obtained reports on the market for ships and on marketing methods from a firm of consultants.

(Continued on next page)

The Geddes Committee. From left to right: Mr. D. K. Fraser, Mr. Bowman Scott, Professor T. Wilson, Mr. Reay Geddes, Mr. Charles Smith, Mr. V. I. Chapman (secretary), Professor M. J. Lighthill, Mr. A. G. B. Burney. "The Times" photograph

The Geddes report on shipbuilding industry — *Continued*

Members of the Committee also visited Denmark, Sweden, Norway, Germany, the United States and Japan to see shipyards and engine works and to have discussions with shipbuilders and others likely to be able to help them.

The Committee completed its inquiry and submitted its report to the President of the Board of Trade on February 24, 1966.

In addition to their detailed report the Committee submitted a short version which they recommended should be distributed to everyone employed in the industry. In the next day or two therefore the Board of Trade are posting a copy of this short version to the home addresses of all those employed in the 27 yards covered by the Committee and those employed in main engine building. It is expected that 100,000 copies will be distributed in this way.

Lord Brown to visit France

LORD BROWN, Minister of State, Board of Trade, responsible for the promotion of exports is to visit France from March 26 to 29. Since his appointment last October Lord Brown has concentrated on a programme of regional visits and this will be his first official journey overseas. The purpose of his visit is to see the British exhibits at the Foire Internationale de Lyon which opens on March 26.

The British participation, which has been organized by the Board of Trade, will include an official information stand, a group display by the Engineering and Building Centre, Birmingham, and a special section designed to ensure that a wide range of consumer goods – many of them on sale in France for the first time – will be stocked in Lyons at the time of the British Week. These three sections will cover nearly 20,000 sq. ft. – the largest area ever taken by British firms at this event.

For the second successive year the Engineering and Building Centre are arranging a group exhibit under the Board of Trade's joint venture scheme. Seventeen firms will participate in this display which will feature exhibits such as vending equipment, household fittings, machine tools and materials for the construction industry. The Centre will operate an information bureau to answer inquiries about the source and supply of British engineering and building products.

The British Week section, organized under the auspices of the Export Council for Europe, is designed to encourage local buyers to stock British consumer products with the view to their being available in shops and stores during the British Week which takes place from October 21 to 30. Products from 80 British firms will be on show and they will include carpets, pottery and glassware, household textiles, hand and garden tools, office equipment, cutlery and tableware, furniture accessories, domestic appliances and an extensive range of food products.

The official information stand will contain a display of products which won Design Centre Awards in 1965, photographs depicting past British Week events and an information counter for trade inquiries. The stand will be manned by staff from the British Consulate-General.

The Foire Internationale de Lyon is the largest regional fair held in France and attracts half-a-million visitors annually. M. Georges Pompidou, the French Prime Minister, will perform the inaugural ceremony this year.

Lord Brown will be the principal speaker at the luncheon given by the fair authorities on March 28, which has been designated 'British Day'. In the evening he will be present at a reception arranged on behalf of the British exhibitors for local agents, representatives and buyers. The Lord Mayor and Lady Mayoress of Birmingham, Alderman and Mrs. George Corbyn Barrow, who will be visiting Lyons – Birmingham's twin city – will also attend the British Day ceremonies. The fair will close on April 4.

Sir John Wedgwood, deputy chairman of Josiah Wedgwood & Sons Limited, is seen here, centre, looking at a table setting of Wedgwood's Waterfall pattern, at a Wedgwood exhibition held at J. F. Maerklin, Stuttgart, last year. Also in the picture are, left to right: Mr. Schmidt-Warnecke from Warnecke, Hamburg, Wedgwood's German agents: Mr. Erich Schurr, owner of Maercklin: Sir John Wedgwood: Mr. Heppel, Consul-General, Stuttgart: Mr. Fred de Costobadie, Wedgwood's European manager, and Mr. Henks from Warnecke, Hamburg.

BNEC agricultural selling mission to Nigeria

TO ENSURE that British goods are to the forefront in meeting the increasing Nigerian demand for agricultural equipment and related products, the British National Export Council's Committee for Exports to Africa is sponsoring a selling mission to visit Nigeria in June of this year.

The mission will be led by Mr. L. Martin, director of the Standard Bank Ltd., and a member of BNEC's Africa Committee. The remainder of the team will comprise experts representing manufacturers of a wide range of equipment, including tractors, cultivation equipment, bulk storage, crop processing machinery, sprayers, fertilizers, insecticides, etc. They will be accompanied by an agronomist with specialized knowledge of the territory involved.

The mission proposes to visit the main centres in Nigeria to meet Government officials, co-operatives, farmers, agricultural faculties and other potential customers. They will discuss plans for the utilization of the £70 million allocated to agriculture in the Nigerian Development Plan, as well as giving details of the latest British agricultural techniques appropriate to tropical Africa.

Further information from Jean Hind, Assistant Press Officer, British National Export Council, 27/28 Northumberland Avenue, London, W.C.2. (Tel. Whitehall 3121).

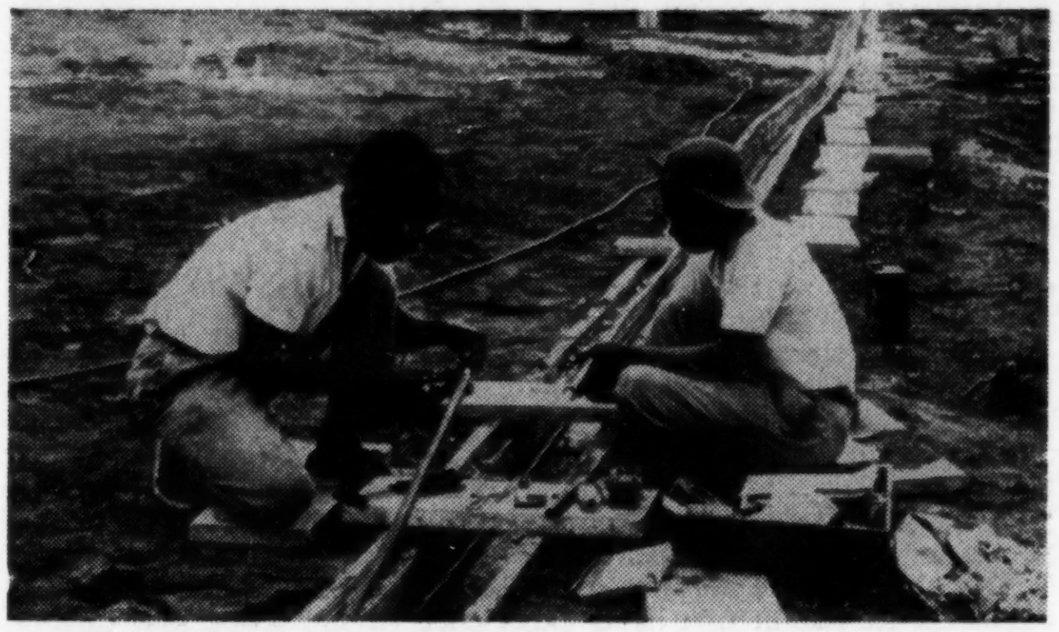
Birmingham trade mission to Australia

SPEAKING in Perth on March 14 at the end of the Birmingham Chamber of Commerce selling mission's four-week journey across Australia, the leader of the mission, Mr. Harold Baskerville, said: 'The Birmingham mission to Australia has been remarkably successful. We have made some 640 business calls in Melbourne, Sydney, Brisbane, Adelaide and Perth. We believe over 400 of these calls will result in orders or firm inquiries. Some members of the mission have fixed up distribution and selling arrangements in Australia, and some have clinched substantial orders running into many thousands of pounds.

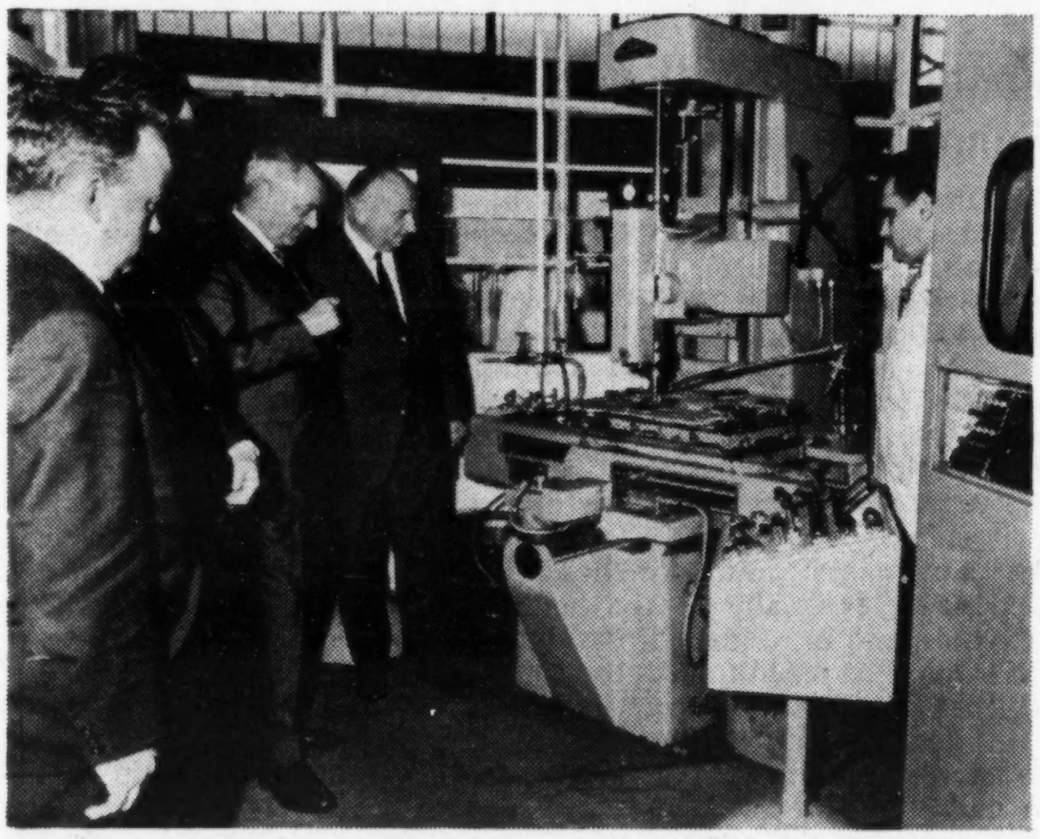
'Other members, particularly those selling equipment and materials to Australian industry, have completed valuable market development work. For them inquiries and opportunities will need further processing and investigation, and the fulfilment of trial orders, before bulk business results. Overall, the members of the mission expect the volume of their business in Australia to increase by some 20 per cent at least by 1967. Some confidently anticipate very much larger percentage increases in their individual companies' sales here.

'We are also very impressed by the enthusiastic day-to-day help we have received throughout our programme from the British Trade Commission and Information staff resident in Australia.'

The first of a new series of Hudson 'Frontomatic' truck mixers for Switzerland. An order for five has been placed by Hudson's agents in Switzerland, Sasmet SA, of Sion.



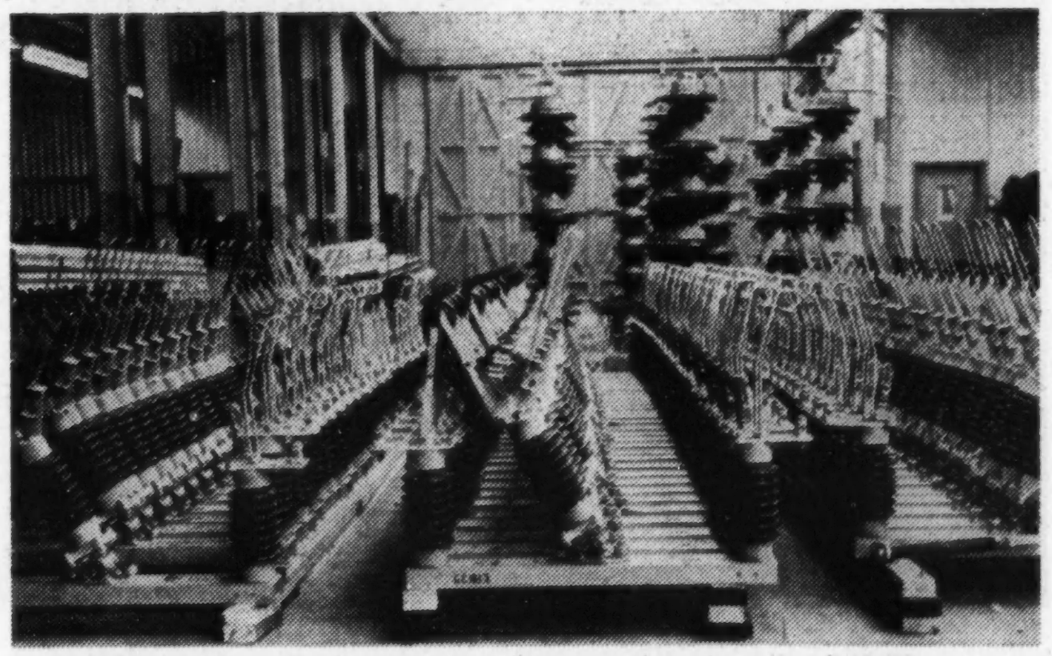
Cable jointers at work in Johore State, Malaysia, on the site of the BBC's Far East receiving station. For this project, British Insulated Callender's Cables Ltd. supplied helical membrane aluminium sheathed PVC protected feeder cable, complete with BICC-BURNDY terminations, adaptors and joints.



Members of the West German Automation Mission study a Newall vertical precision milling and boring machine fitted with AEI Plan-e-trol continuous path numerical control. The visitors were at AEI as part of their six-day tour of British companies involved in the automation of machine tools.

One of the Friedland Company lorries used to distribute Bass in the Philadelphia area of the United States. The ale is doing well in the US market, and the company aims to expand its distribution network.

An AEC coach fitted out as a mobile service training school has been purchased for use throughout Europe by Rocester Services Ltd., the parts and service company for JCB earthmoving equipment.



Part of an order for a total of 372 33 kV isolators being supplied by Switchgear & Equipment Ltd., Banbury, to the Public Power Corporation in Greece, awaiting despatch from the works.

Athlone Fellowships Conference next week

LORD SNOW, Joint Parliamentary Secretary to the Ministry of Technology will open the biennial Conference for Athlone Fellows to be held at the Board of Trade on Wednesday, March 30 at 10.30 a.m. In the evening Lord Brown, Minister of State, Board of Trade, will be the host at a cocktail party for the Fellows at the Board of Trade.

These conferences are held biennially to enable Athlone Fellows to meet officials and the Managing Committee and to discuss the working of the Scheme. This year 78 Fellows expect to be present.

Athlone Fellowships are of one or two years duration and are available for works experience in British industrial organizations, with consulting engineers, for post-graduate study at a British university or research establishment, or a combination of any of these.

The object of the Scheme is to enable selected Canadian graduate engineers to obtain first-hand experience of the scope and quality of British engineering, research, development design and production. At the same time, it enables Fellows to meet the people of Britain and to become acquainted with their way of life, thus fostering understanding between the two countries and forming a basis upon which trade can be fostered in both directions.

Since the inauguration of the Scheme in 1951, 584 Athlone Fellowships have been awarded to Canadian engineers.

Lord Brown, Minister of State, Board of Trade (right), paid a visit to the bottling and blending premises of Messrs. John Dewar and Sons Ltd., Inveralmond, Perth, on March 11. Here Lord Forteviot and Lord Brown examine a bottle of whisky taken off one of the assembly lines.

British clothing manufacturers' visits to tropical Africa

TWO SELLING missions are now being organized under the sponsorship of BNEC's Africa Committee. Both concern the clothing trade; the first will visit Kenya, Tanzania, Zambia, Uganda and Malawi in May/June; the second goes to Sierra Leone, Nigeria (and also the Canary Islands) next July.

Total annual imports of made-up clothing into these markets run at more than £16·4 million sterling per annum; of this Britain's share is only £2·2 million sterling. The two projected trade missions will cover the full range of British manufactured clothing – ready-to-wear for women, and men's wear; also sportswear, rainwear and underwear for both men and women. They will visit each territory's main commercial centres and will travel with sufficient samples to put on displays of merchandise to which African buyers will be invited.

The British National Export Council will be giving financial assistance to these missions. A number of firms have already asked to participate.

Further information from Jean Hind, Assistant Press Officer, British National Export Council, 27/28 Northumberland Avenue, London, W.C.2. (Tel. Whitehall 3121).

Federation of Commonwealth Chambers of Commerce mission to Gibraltar

THE UNITED KINGDOM Mission of the Federation of Commonwealth Chambers of Commerce which recently visited Gibraltar has now published a report of their findings and recommendations. The main object of the report is to draw the attention of United Kingdom and Commonwealth businessmen to the serious economic situation now prevailing in Gibraltar because of the blockade imposed by the Spanish authorities since October 1964. The natural and established markets in Spain for Gibraltar's entrepot trade have been cut off completely and business activities built up over the years have been drastically hit.

The report also aims at informing interested businessmen of the advantages and attractions of Gibraltar which could be developed, especially in the fields of tourism and its associated activities, and in residential development for retired persons, so that they may be encouraged to consider participation in mutually beneficial and viable projects there.

In general the report aims at helping businessmen and the authorities in Gibraltar to review and adapt their activities in order to make full use of the resources available and meet the serious challenge that the current situation presents. Copies of the report are available at 5s. each from: The Secretary, The Federation of Commonwealth Chambers of Commerce, 75 Cannon Street, London, E.C.4.

Representatives of several important industries visited the Central Office of Information on March 15. They were received and introduced to the work of the COI by Mr. Donald Kerr, Controller (Overseas). The visitors then took part in discussions on the export publicity services of the COI with members of the Overseas Press Services, Photographs, Radio, Films, Television and Newsreels, Publications, Reference, Tours and Production Services and Exhibitions Divisions.

New Anglo-French trade committee in Paris

THE British Chamber of Commerce in France have set up an Advisory Committee on exports and imports, consisting of members of the Chamber in Paris. The Committee will be available to give interviews to representatives of firms who wish to consult it on particular problems connected with trade between France and the United Kingdom.

No charge will be made for the advice given but those who attend will be asked to contribute towards the cost of a lunch, which will be arranged with the Committee, and a cocktail party in the evening, to which French and British businessmen will be invited.

Details of the arrangements, including the date of the next session of the Committee, may be obtained from the Secretary-General, British Chamber of Commerce, 6, rue Halevy, Paris 9e.

£400 million electrical exports forecast by BEAMA President

'I AM CONFIDENT that the electrical and allied manufacturing industry will pass the next milestone of £400 million in exports this year', said Mr. C. R. Wheeler, President, at the Annual General Meeting of the British Electrical and Allied Manufacturers' Association in London on March 16.

Referring to last year's record exports of £379 million, Mr. Wheeler pointed out that the Commonwealth and South African markets accounted for nearly half the total. Sales to Europe were particularly important, however, over the range of light industrial equipment and domestic electrical appliances for which large-scale production to common standards was a great advantage.

New president and deputy president of BEAMA

THE Rt. Hon. Lord Nelson of Stafford was elected President of the British Electrical and Allied Manufacturers' Association at a meeting of the Council of the Association in London on March 17. Sir Arnold Hall MA, FRS, Hon. FRAeS, was elected Deputy President.

Lord Nelson is Chairman and Chief Executive of the English Electric Co. Ltd. and a director of the Bank of England. He is a member of the Minister of Technology's Advisory Council on Technology and Chancellor-Designate of the new University at Aston, Birmingham.

Sir Arnold Hall is Vice-Chairman and Managing Director of the Hawker Siddeley Group, Vice-Chairman of Bristol Siddeley Engines Ltd. and Chairman of Hawker Siddeley Electric Ltd. (the holding company for Brush Electrical Engineering, Fuller Electric and Kenton Engineering). A Fellow of the Royal Society, Sir Arnold is a member of the Royal Society Committee on Technology and the Minister of Technology's Advisory Council on Technology.

Chairman of Associated Electrical Industries to be president of ERA

THE ELECTRICAL RESEARCH ASSOCIATION of Leatherhead, Surrey, announces that Mr. Charles Wheeler has accepted the invitation to be president for 1966/67. He takes office as president of the Electrical Research Association at the annual general meeting on April 27.

New Controller for BoT Midland Region

MR. J. F. J. JARDINE has been appointed Regional Controller for the Board of Trade in the Midland Region, in succession to Mr. P. J. L. Homan, who (as announced in the *Board of Trade Journal* of March 4) is to become Principal Controller at the Board of Trade's Office for Scotland in Glasgow.

A Dennis high performance fire appliance recently exported to Papua and New Guinea.

Ban on exports of sugar from Rhodesia

THE COMMONWEALTH RELATIONS OFFICE announced on March 17 that an Order had been made banning the export of sugar from Rhodesia and the sale of sugar in Rhodesia with a view to its being exported. This Order reinforces the ban which has already been imposed by Britain and other countries on the importation of Rhodesian sugar by now making it illegal for speculators or others to buy sugar and hold it in Rhodesia or elsewhere in the hope of selling it at a profit when legal Government is restored. Purchasers of sugar in contravention of the Order will acquire no legal right to it and will also not be able to get their money back. Participation in transactions forbidden by the Order is a criminal offence both under the law of Rhodesia and under the law of the United Kingdom. From now on all transactions in Rhodesia that are aimed at the export of sugar are invalid whether the export is to take place immediately or in the future.

The Order will be laid before Parliament at the first opportunity.

Appointment of a new Monopolies Commission member

MR. HENRY CHISHOLM, CBE, FCA, has been appointed to be a member of the Monopolies Commission by the President of the Board of Trade. The appointment has been made for an initial period of three years.

Notes:

Mr. Chisholm, who is 65 years of age, was educated at Westminster School, of which he is now a Governor, and Christ Church, Oxford. He is chairman of Ada (Halifax) Ltd., and has been chairman of Corby Development Corporation (New Town) since 1950. He is also an industrial consultant and a founder member of the British Institute of Management.

With this new appointment the Monopolies Commission now has 18 members. The recent Monopolies and Mergers Act permits appointments to be made up to a maximum of 25 members.

Rapid expansion at the Hartlepools Industrial Estate

THE Industrial Estates Management Corporation and Reed Corrugated Cases Ltd. announced earlier this month that the company is to expand at the Hartlepools Industrial Estate. The company (a member of the Reed Paper Group Ltd.) occupied a 50,000 sq. ft. Board of Trade 'advance' factory at the Hartlepools Industrial Estate less than two years ago, after requesting an immediate extension of 15,000 sq. ft. and reserving land for further expansion sufficient to treble the original factory size.

Now extensions totalling 38,000 sq. ft. (comprising additions to production, warehousing and despatch departments) are to be constructed, and will increase production capacity by 50 per cent. The branch has already passed the figure of employment forecast for the original factory and estimates that jobs for an additional 60 (45 men and 15 women) will be provided when the new extensions are completed.

New customs arrangements for passengers coming to Britain

A NUMBER of improvements will be made this summer in the Customs arrangements for travellers coming into the country by sea or air. There will be two changes in the duty-free concessions traditionally allowed to passengers. The half-bottle allowance of spirits which may be brought in free of duty (by an adult passenger for his own use) will be doubled, that is to say in future it will be a full bottle of conventional size.

The allowance of cigarettes, wine and perfume will remain unchanged. Secondly, there will be a standard, published free allowance for other newly-acquired articles. This new allowance will cover £5 worth of souvenirs and miscellaneous articles, as well as one cigarette lighter.

For what the free allowances do not cover, there will be a streamlined system of duty and purchase tax assessment. Passengers who have more than £5 worth of new articles may pay a flat rate of 25 per cent (or 12½ per cent for EFTA or Commonwealth goods) on the excess value over £5. The only exceptions to this are that the flat rate will not be available for high-duty consumable goods (like spirits and tobacco), cameras, camera lenses, watches or radios, or any articles worth more than £25.

On most articles commonly brought in by travellers the flat rates will be less – often much less – than the combined ordinary rates of duty and purchase tax, and they will thus be to the passenger's advantage in the great majority of cases. But he will remain free, if he wishes, to ask for a full assessment at the ordinary rates on everything he brings in, instead of paying the flat rate.

If these changes are to give their full benefit it is essential that the ordinary traveller should know in advance exactly what to expect. Full details are given in Customs leaflets which will be readily available from now onwards, not only at Customs offices but through travel agents and transport undertakings, and at points of exit and arrival at ports and airports. A special leaflet will also be available overseas for visitors from abroad.

The leaflets include a form of list in which the traveller can, if he wishes, conveniently note in advance the items which he has to declare. If everyone does this it will save a lot of time in the Customs hall. In addition to these basic simplifications, the lay-out of Customs halls at a number of places will be altered to cater for new conditions of traffic and different patterns of passenger flow.

One of the main purposes of these changes is to help overseas visitors and so encourage the British tourist trades. It is not usually practicable at British ports and airports to have separate Customs arrangements for dealing with overseas visitors. The best way of helping them is to reduce congestion in the Customs halls, to the benefit of overseas visitors and returning British residents alike. The changes came into force on March 21.

Notes:

1. The changes in the allowances, and especially the spirits allowance increase, will bring United Kingdom Customs allowances fully into line with the internationally agreed standards under the United Nations Convention on Tourism and OECD decisions on tourism. The scale of allowances will also be broadly comparable with what is done in practice in many Continental countries.

2. The standard £5 allowance replaces certain unpublished tolerances allowed in the past: it is being announced in this way because it is felt that the ordinary traveller is entitled to know in advance of his journey what the Customs regulations are. It is not intended as encouragement for holidaymakers to shop abroad. Experienced travellers will know that however favourable Customs concessions may seem bargains are often easier to find at home than overseas.

New automatic coal bunker

THE caption to the picture published on page 573 of the *Board of Trade Journal* of March 11 should read 'a new type of rail head coal bunker produced for the National Coal Board by Aberdare Engineering Limited and installed at the Blaenant Colliery, South Wales, holds 800 tons of coal and automatically fills four railway wagons simultaneously in 14 seconds'.

A party of Swedish wholesalers recently visited Holt Products Ltd. of Croydon. In the photo the managing director, Mr. Michael Holt, is showing a Swedish-printed tin of Wondarweld to Mr. Walter Görtz of AB Allmotor, Holt's Swedish agents. Reading from left to right of the picture are: Mr. Walter Görtz, Mr. P. N. Whitehead, Holt's export manager; Mr. Michael Holt, and Board of Trade representative Mr. H. G. F. Smith.

50,000,000,000 kWh generated by nuclear power in Britain

THE United Kingdom Atomic Energy Authority announced on March 17 that 50,000,000,000 units of electricity have been generated by nuclear power in Britain – much more than the rest of the world put together. Furthermore, about 2,000,000,000 kilowatt hours are now being generated each month, nearly 14 per cent of the total monthly electricity production in Britain.

Nine stations (22 gas-cooled graphite-moderated reactors) are now in operation, with the capacity to send out 3,380,000 kW to the grid. The seven of these in operation during the recent winter – Calder Hall and Chapelcross (UKAEA), Berkeley, Bradwell, Hinkley Point and Trawsfynydd (CEGB) and Hunterston (SSEB) – maintained load factors in excess of 90 per cent during much of this period; all seven have exceeded their design capacity.

Two CEGB stations, Dungeness A and Sizewell, came on power only recently. Sizewell, designed to send out 580,000 kW, is the most powerful nuclear power station in operation in the world.

Overseas postal services – abolition of 'Commercial Papers' category

FOLLOWING inquiries received from users of the former 'Commercial Papers' category of overseas mail, the GPO wishes to stress that as announced in the *Board of Trade Journal* of February 4, this category was abolished by the 1964 Congress of the Universal Postal Union. The change was introduced for UK users by the British Commonwealth and Foreign Post Amendment (No. 1) Regulations 1965 (S.I. 1965 No. 2173) which came into effect on February 1, 1966.

Items formerly sent (by surface or airmail) at second class Commercial Papers postage rates must be sent at letter post rates except where they qualify for printed paper postage rates. In general, bills of lading, way bills, invoices and receipts, copies of or extracts from deeds, documents drawn up by public officials, out-of-date correspondence, papers of legal proceedings, insurance companies documents, statements of accounts must be sent at letter post rates.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of March 18 issue.

New factory for Foster Wheeler Ltd. at West Hartlepool

THE Industrial Estates Management Corporation for England has awarded a contract worth £1¼ million to Brims & Co. Ltd., for the construction of a 220,000 sq. ft. factory on a 40 acres site at Brenda Road, West Hartlepool.

The Industrial Estates Corporation's largest project in the North East to date, the factory will be occupied by Foster Wheeler Ltd., for the production of heavy engineering components, mainly in connection with work in hand for steam generating plant for major power stations for the Central Electricity Generating Board. This manufacturing unit is expected ultimately to employ approximately 600 personnel. Work on the project will commence this month with completion in 12 months time.

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

British overseas commercial representatives' visits during April to June, 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during April to June 1966:

AFGHANISTAN (Kabul)	G. F. Rance	Third Secretary (Commercial)	May	In present post since 1963.
ARGENTINA (Buenos Aires)	S. Relton	Second Secretary (Commercial)	From May	In present post since 1964.
CANADA (Edmonton)	W. C. Hodgkins	British Trade Commissioner	From June	In present post since 1964.
(Toronto)	S. A. Downton	Assistant British Trade Commissioner	May/June	In present post since 1964.
IRAN (Tehran)	P. Wilkinson	Counsellor (Commercial)	May/June	In present post since 1964.
LUXEMBOURG	F. J. Clough	Third Secretary (Commercial)	From June	In present post since early 1965.
NIGERIA (Lagos)	J. A. Graham	Commercial Officer	May	In present post since early 1965.
PHILIPPINES (Manila)	M. J. Bell	Second Secretary (Commercial)	May	In present post since early 1965.
SOUTH AFRICA (Johannesburg)	J. T. Hyslop	HM Consul (Commercial)	May	In present post since 1964.
YUGOSLAVIA (Belgrade)	A. F. R. Harvey	First Secretary (Commercial)	June	In present post since early 1965.

British firms and organizations (including those in the Board of Trade Eastern Region and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate Office for Northern Ireland, were listed at page viii of *Board of Trade Journal* of March 18.) Those firms and organizations other than in the Eastern Region and the London and South-eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

THE THIRD phase of the Board of Trade's 'Call Export Intelligence' campaign began on January 9. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign have continued to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements have appeared in four national papers, three Sunday papers, the London evenings and the *Board of Trade Journal*. Since the campaign started, 10,776 inquiries have been addressed to Export Intelligence offices in don and other parts of the country as a direct result of advertising.

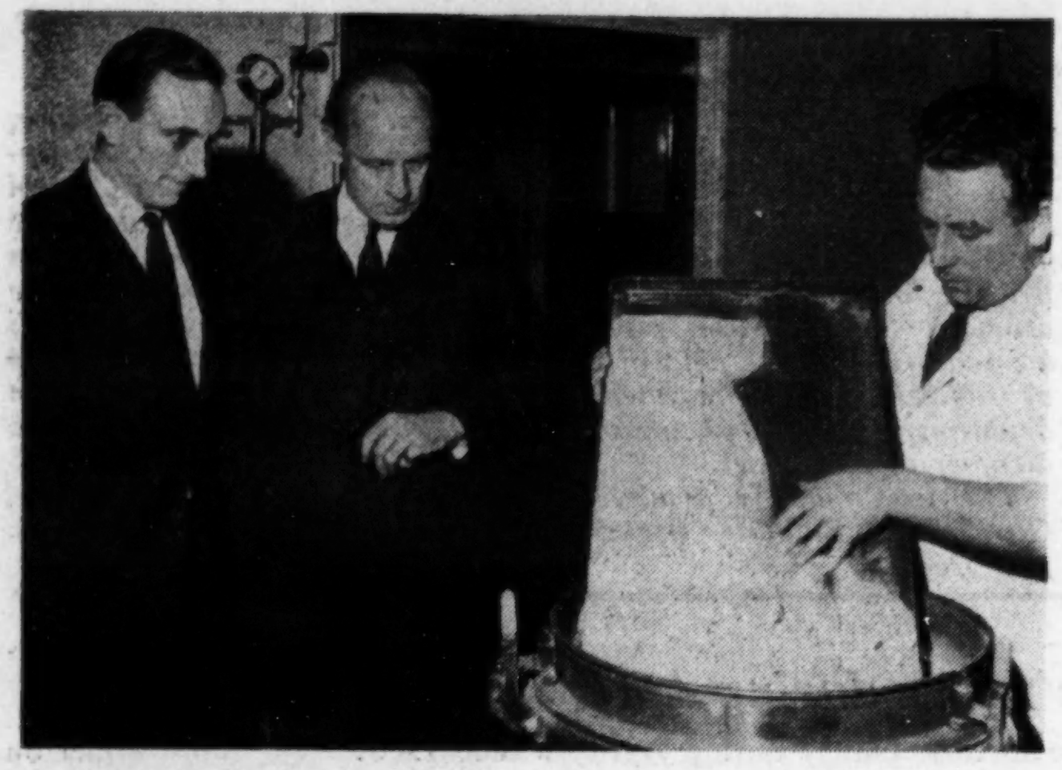
Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788



Mr. Edward Brinsley Teesdale (centre), formerly in the Colonial Service with the Government of Hong Kong, who has been appointed Director of the Association of the British Pharmaceutical Industry, is busy making the acquaintance of member companies. At the Crookes Laboratories at Basingstoke, Hants, he discussed the announcement of the industry's all-time export record of £68 million for 1965, an increase of 14 per cent over 1964, to which the Basingstoke company has contributed a significant share. The new director is seen here with, left, Mr. M. Eglin (works manager, Crookes). Mr. T. Wright (foreman) is screening granules in the department which manufactures tablets.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 12.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.15	Glutaric anhydride	As in previous column	December 31, 1966	6833
29.23	Sarcosine	As in previous column	December 31, 1966	6830
29.26	*sym*Triphenylguanidine	Triphenylguanidine	December 31, 1966	6793

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Leading businessmen from the furniture industries of France, Switzerland, Holland, West Germany and Sweden arrived recently on a four-day Trade Mission during which they visited some of Britain's most famous furniture manufacturers, wholesalers and retailers. This mission, which was organized by the British Furniture Manufacturers' Federation and the British National Export Council, also included a one-day export seminar. In the photograph Mr. Anthony Heal (left) shows some of his firm's new range of fabrics for 1966 to (left to right) Mr. L. Jernbeck, managing director of Sambo of Sweden; Mr. D. Pesch, director of the Rhineland firm of Pesch KG; Mr. Worthington of Heal's; and Mr. J. J. Falco, director of Galeries Barbes of France.

List of British Commercial Representatives Overseas

THE FOLLOWING AMENDMENTS should be made to the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* on March 18:

EL SALVADOR

Amend the title of Mr. J. Hammond to read First Secretary and Consul.
Amend the telephone number to read 219667.
The rest of the entry remains unchanged.

ETHIOPIA

ADDIS ABABA – Telephone number: *Delete* 'or 13050/7.'
The rest of the entry remains unchanged.
ERITREA – ASMARA: *Amend* the telephone number to read 10131/2.
The rest of the entry remains unchanged.

GERMANY

BONN: *Amend* the telephone number to read 222021.
The rest of the entry remains unchanged.

ISRAEL

As from April 18, 1966, the address and telephone number of the Commercial Department of the British Embassy, Tel Aviv will be: 3 Rehov Rembrandt, Tel Aviv. (Tel. 244111-3).

NIGERIA

Address of Mr. C. E. Dymond, Counsellor (Commercial), British High Commission in Nigeria:
Amend the telex number to read 201-247 a/b Ukrep, Lagos.
The rest of the entry remains unchanged.

PERSIAN GULF STATES

Amend the address of Mr. M. R. Melhuish, First Secretary (Economic), HM Political Residency, Bahrain to read: P.O. Box No. 3, Manama, Bahrain.
The telephone number remains unchanged.

SOUTH AFRICA

CAPE TOWN: *Amend* the telex number to read 201-CX 7301 a/b 5-7301 CT.
The rest of the entry remains unchanged.

VENEZUELA

Amend the entry to read Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, 12th Floor, Edificio Shell, Avenida La Estancia No. 10, Chuao, Caracas. [For correspondence: Apartado 1246, Caracas.]
The telephone and telex numbers remain unchanged.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the under-mentioned patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	February 15, 1966	
720,307	Blanch, Alvan B.	Broadcast seed distributor
765,203	Alvan Blanch Development Co. Ltd.	Conveyer
901,417	Aer-O-Toq, Inc.	Driving tool for screws
907,279	,, ,, ,,	Recessed screw heads
911,886	Agfa A. G.	Photographic silver halide emulsions.
939,617	Almasfuzitoi Timfoldgyar	Extraction of aluminium.
996,746	Gevaert Photo-Producten N. V.	Improved photographic developing composition
1,008,506	Societe des Forges et Ateliers du Creusot	Fuel element charging arrangements for nuclear reactors.
	February 18, 1966	
782,884	Midland Silicones Ltd.	Novel organosilicon compounds.
860,888	The Upjohn Co.	Soya phosphatides.
1,000,788	Gevaert Photo-Producten N.V.	Image tone in the silver complex diffusion transfer process.
1,001,064	,, ,, ,, ,,	Electrophotographic materials.
1,003,087	,, ,, ,, ,,	Homo-and co-polymers of aminostyrene.
	February 22, 1966	
791,695	Elliot Equipment Ltd.	Inflatable huts.
795,258	,, ,, ,,	Collapsible storage tanks.
887,940	R.F.D. Co. Ltd.	Life-rafts etc.
910,904	,, ,, ,,	Releasable support mechanism for supporting a life-raft etc.
	March 8, 1966	
803,013	The British Rubbe Producers' Research Association	Preparation of natural rubbers.
823,672	United States Atomic Energy Commission	Nuclear reactor safety control.
830,499	County Commercial Cars Ltd.	Driving transmissions for vehicles having multiple driven wheel axles.
845,246	Bakelite Ltd.	Shell moulds and cores.
847,847	United States Atomic Energy Commission	Fuel-breeder element for a nuclear reactor.
864,200	Agfa A.G.	Production of direct positives as by the silver salt diffusion process.
865,227	Hartley, C. J.	Paper clips.
911,778	Regie Nationale des Usines Renault	Device for utilizing a diesel engine as a vacuum cleaner.
935,991	Chemische Werke Witten G.m.b.H.	Azidoacetic acid ester of pentachlorophenol.
944,663	Regie Nationale des Usines Renault	Feed devices for automatic machine tools.
949,742	United States Atomic Energy Commission	Coated nuclear fissile or fertile material.
950,568	S.p.A. Virginio Rimoldi & C.	An overedge stitching machine.
953,963	U.S. Atomic Energy Commission	Strontium titanate.
956,412	Chemische Werke Witten G.m.b.H.	Carboxylic acid esters.
959,290	Kralovopolska Strojirna Zavody Chemickych Zarizeni, n.p.	Liquid vortex stabilized arc torch process.
962,488	U.S. Steel Corporation	Applying a decorative coating to a sheet.
963,450	U.S. Steel Corporation	Shielding steel from molten coating metal.
963,613	U.S. Atomic Energy Commission	Precipitation of zirconium and fluoride ions from solutions.
967,568	U.S. Atomic Energy Commission	Fluorination of oxidic nuclear fuel.
971,914	Virginio Rimoldi & C.S.p.A.	Overedge stitching machine.
975,513	Regie Nationale des Usines Renault	Heat transfer apparatus.
976,485	Regie Nationale des Usines Renault	Reduction of ferrous oxide by hydrogen.
976,486	Regie Nationale des Usines Renault	Gas reheaters, etc., for the reduction of ferrous oxide by hydrogen.
978,172	Chemische Werke Witten G.m.b.H.	Preparation of diesters of phthalic acid.
980,425	Regie Nationale des Usines Renault	Ferrous oxide.
980,426	Regie Nationale des Usines Renault	Pure powdered iron.
980,427	Regie Nationale des Usines Renault	Ferrous oxide.
985,368	Chemische Werke Witten G.m.b.H.	Carboxylic acid esters.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Application for cancellation of endorsement 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949 the following application for cancellation of endorsement 'Licences of Right' has been made.

Any person may give notice of opposition to the undermentioned Application by filing Patents Form No. 46 on or before April 2, 1966.

NUMBER	GRANTEES	SUBJECT-MATTER
891,336	Bailey, F. G.	Polytetrafluoroethylene articles.

The Patent Office.

GORDON GRANT,
Comptroller.

Government factories available in Northern Ireland

THE POLICY OF advance factory building which has been adhered to by the Government of Northern Ireland during the past 18 years is still proving to be of great assistance in the current drive for industrial development and increased employment in the area.

With unemployment standing at 6.3 per cent (male 7.4 per cent, female 4.4 per cent) it has been most heartening to learn of the decision of Sperrin Knitting Co. Ltd. – a subsidiary of Interknitting A.G. of Zug, Switzerland – to take the 30,000 sq. ft. advance factory at Coleraine for the manufacture of nylon knitted fabric and the ultimate employment of close on 300 workers of whom all but 10 will be male.

This, coming just before the announcement that one of the rubber companies, Goodyear Limited, is to establish a production unit in Northern Ireland at the new city of Craigavon in County Armagh where some 2,000 workers of whom most are to be male are to be engaged in the manufacture of industrial rubber products in a £6½ million undertaking affords a most welcome encouragement to the Minister of Commerce in the task of industrial development.

Following the announcement in the Government White Paper on January 17 last that a new system of investment grants is to take the place of the investment allowances which have been available under the Inland Revenue legislation the Minister of Commerce made it abundantly clear that his Department would use its flexible powers under the Industries Development Acts to ensure that the terms offered for the expansion of employment in Northern Ireland will continue to be the most attractive within the United Kingdom.

Although the dissolution of Parliament at Westminster will entail the deferment of the Imperial legislation on the subject the Minister of Commerce has already announced his intention of seeking powers to increase the standard rate of grant hitherto available under the Capital Grants Acts from 33⅓ per cent to 40 per cent and to make certain of the conditions somewhat less onerous upon industry.

At present there are three advance factories ready for occupation – Dunmurry No. 2 18,000 sq. ft., Kilkeel 18,000 sq. ft. and Dunmurry No. 6 30,000 sq. ft., and although a number of companies have already expressed their interest in these they have not yet been formally allocated.

Eleven additional advance factories are under construction with completion dates spread over 1966 and early 1967: Coleraine No. 3 (18,000 sq. ft.), Lisburn No. 4 (18,000), Omagh (18,000), Portadown No. 3 (18,000), Antrim (30,000), Lisburn No. 3 (30,000), Lurgan No. 4 (30,000), Portadown No. 2 (30,000), Bangor (50,000), Londonderry No. 3 (50,000), Castlereagh A (106,000).

In addition a further six advance factories have been planned for completion during 1967 and although some of these are still at the planning stage several of them have already gone to contract the sizes varying from 18,000 sq. ft. to 70,000 sq. ft. Four of these advance factories are located in the area of the New City at Craigavon.

Following a recent successful French tour, Rank Audio Visual's mobile demonstration coach, fitted with selected items of audio visual equipment, left Zurich on March 1 to commence a six-week tour of Switzerland.

New Books

Uganda, by H. F. Morris and James S. Read (448 pages. Stevens, 90s.). The thirteenth volume in the series *The British Commonwealth; the development of its laws and constitutions* is devoted to a country whose constitution is in many ways the most interesting of all those which have, in the last decade, been adopted by newly independent African states. Uganda's constitution, the successful outcome of long and difficult negotiations, represents a delicate compromise between the unitary and federal state, and between the forces of radical democracy and traditionalism. As it can only be properly understood in the context of its historical development, the first part of this book describes in some detail the development of the constitution from the tribal organizations of the latter half of the nineteenth century, through the colonial period, to the attainment of independence in 1962. This is followed by a description of the salient features of the present constitution of Uganda, with chapters on the individual and the state, the courts and the legal profession, and the East African Common Services Organization and its predecessors. In the last part the authors have attempted to present in outline the essential aspects of the laws of Uganda. Naturally, selection has been exercised here; but the chapters on contract, commercial and industrial law, and on the law relating to economic and social development will be of particular interest to *Board of Trade Journal* readers. The book is thoroughly documented, contains a 5-page bibliography, the usual tables of legislation and cases, and a detailed index.

Devoted to the economic problems of the same country is **Commonwealth Development and its Financing—9. Uganda,** (66 pages. 7s. 6d., by post 8s., from HMSO and Government bookshops) the latest in a series of similar studies which is being prepared by the Commonwealth Economic Committee in accordance with a decision of the Commonwealth Trade and Economic Conference held at Montreal in 1958. The report starts with a brief account of the characteristics and recent progress of the economy of the country, followed by a conspectus of the sources and uses of investment funds. Due mention is made of the country's first Five-Year Development Plan, for the years 1961-2 to 1965-6. There then follow more detailed descriptions of the development of transport, of fuel and power, and of production in the fields of manufacturing industry, mining and agriculture. A final section discusses trends and prospects. There are 29 statistical tables, a map, and a list of the principal references.

Rumanian Industry: 2, Fuel (Coal, Coke, Crude Oil & Gas). (61 pages. Joseph Crosfield & Sons Limited, Bank Quay, Warrington. Free on request). This is one of a series of 17 booklets, each on a particular industry in Rumania. It consists of a general introduction, giving basic data on the industry, followed by statistics of employment, capital investment, productivity, production and costs in a number of recent years up to 1963 for the fuel industry generally and for the coal, coke chemicals, crude oil, and methane gas industries separately. Some regional statistics are also included. All the information has been taken from Rumanian published sources, including *Anuarul Statistic al RPR* and *Dezvoltarea Industriei Republicii Populare Romine* (both published by the Central Directorate of Statistics, Bucharest) and has been given in the same general form as that adopted in the original publications. As a service to British industry, Joseph Crosfield & Sons Limited have now issued a number of very useful booklets dealing with industrial developments in Communist countries, including the multi-part *East European Chemical Industry* and *The Location of Communist Industry,* based exclusively on material published in the Soviet Union and other Communist countries.

Industrial Development in Asia and the Far East. *Industrial development news, No.* 1 United Nations Economic Commission for Asia and the Far East. (97 pages. 11s. 6d., by post 12s. 3d., from HMSO and Government bookshops.) This publication is the first step towards implementing a directive from the 19th session of ECAFE to its Secretariat that it should compile and publish at regular intervals an *Industrial Development News.* The Commission felt that information regarding industrial development in countries of the region was of great interest to other countries and could help pave the way for joint projects. As 1965 was the midpoint in the UN Development Decade, it was felt desirable that the first of these reviews should cover industrial development over a long period, and that it should be considered as a first attempt at a study because often only incomplete and inadequate data and statistics were available. Thus the first part of this publication covers industrialization in Asia and the Far East from 1953 to 1963. An overall picture of current developments is given, together with a brief review of long term rates of industrial growth both in the region and in individual countries, and the development trends in four major industrial sectors (chemicals, base metals, engineering, textiles and pulp and paper) are discussed in detail. The second part deals with the engineering industry, dividing it for purposes of discussion, into six main branches (mechanical engineering, electrical engineering, transport equipment, precision instruments, watch and clockmaking, and metal products). The lack of adequate statistical information does not permit an exhaustive analysis to be made, but features of progress made, and plans for future development are described country by country. The conclusions and findings of the Sub-committee on metals and engineering (10th Session, July 1964), are given as a concluding section. As the basic chemical industries play an important part in industrial development, a short final section is devoted to the production of caustic soda and allied products.

Business Problems and Opportunities, Spain, prepared by the editors of *Business Europe,* (136 pages. Business International SA, 54 *bis* route des Acacias, Geneva, Switzerland, $50.) The year 1959 saw a revolutionary reorientation of Spanish economic and social policy, and since then economic growth and development have been impressive. This has awakened the interest of foreign companies in Spain as a site for investment; and the present report sets out to provide a guide to the pitfalls, limitations and opportunities facing a company proposing to set up a subsidiary in Spain, as well as examining the possibilities of breaking into the Spanish market. Following a brief survey of present economic conditions and prospects, successive chapters deal with the legal and administrative requirements governing setting up a business in Spain, with the theory and practice of the taxation system, and with the possibility of taking advantage of the government investment incentive schemes. There are full accounts of the Spanish banking and credit system, and the problem of raising capital in the country; and of the questions facing the employer of labour. The two final chapters deal respectively with marketing in Spain, including transport problems, wholesale and retail distribution, and advertising; and with import and export trade. From the United States office of the same publisher comes a shorter report: **Solving International Pricing Problems** (50 pages. Business International Corp., 757 Third Avenue, New York, NY 10017, USA, $50) concerned with how international companies price goods and services to their overseas subsidiaries and to unrelated buyers abroad.

The West German Market. William Wilkens, Werbeagentur, GWA, Hamburg. (52 pages. Available from Alfred Pemberton Ltd., 29 Marylebone Road, London NW1, 42s.) This is a revised edition of a comprehensive guide for exporters to West Germany. It gives, largely in the form of statistical tables with occasional explanatory text, data on population structure, age and income groups and the consumption expenditure of the average German family, noting trends in consumption patterns and in the sales of durable goods. It outlines very briefly factors affecting sales and gives a useful breakdown of all advertising media. Where appropriate, comparison is made in the statistical tables with previous years, the date range normally covering the period 1960-64 with some 1965 figures. The usefulness of this guide is somewhat impaired by the lack of any index or contents list.

Addendum 1966 to the British Pharmacopoeia 1963. Published under the direction of the General Medical Council. Official from September 1, 1966. (112 pages. Pharmaceutical Press, 17 Bloomsbury Square, London WC1, 45s.) Since 1948 a new edition of the Pharmacopoeia has been published every five years with one Addendum to each edition. An Addendum to the British Pharmacopoeia 1963 was published in 1964, and this is the first time a second Addendum between editions has been published. The 1966 Addendum contains a further 70 monographs on drugs and preparations and some alterations to the main volume.

Corporation Tax, by K. S. Carmichael. (259 pages. HFL (Publishers) Ltd., 25s.) Mr. Carmichael, who is well known as joint-author and editor of a number of books on taxation and accounting subjects, has produced a detailed guide to the operation of the new corporation tax introduced by the Finance Act 1965.

Newnes are producing a new series of dictionaries under the general title *Newnes Vest Pocket Library.* French, German, Italian, Portuguese and Spanish dictionaries are available; each contains 200-300 pages and costs 5s.

The 16th Annual Conference on Vehicular Communications, by H. K. Bourne. 14 pages. *UKSM Report No.* 66/7. The 16th Annual Conference on Vehicular Communications discussed recent improvements in mobile radio communication equipment. A new order of reliability is now being obtained as a result of using solid state devices almost entirely in VHF and UHF equipment. Other developments in land mobile radio communications are also described.

Other publications

'THE AEROPLANE' DIRECTORY OF BRITISH AVIATION INCORPORATING WHO'S WHO IN BRITISH AVIATION. 1966 edition. 576 pages. Temple Press Books. 45s.

THE ROYAL SOCIETY FOR THE ENCOURAGEMENT OF ARTS MANUFACTURES AND COMMERCE. INDUSTRIAL ART BURSARIES COMPETITION. Report for 1965. 70 pages. Royal Society of Arts, John Adam Street, Adelphi, London WC2.

Advertisement of Company Meeting

REVERTEX LIMITED

Mr. T. Harcourt Powell's confidence in the future

THE FORTY-SECOND ANNUAL GENERAL MEETING of Revertex Limited was held on March 24 in London. The following is the circulated statement by the Chairman, Mr. T. Harcourt Powell:

I can again report this year in a reasonably optimistic mood although our increase in profits before tax is not as great as it was last year. The improved figure after tax is largely due to the change from Income and Profits Tax to Corporation Tax.

The group trading profit before tax in the year to September 1965 was £688,112 as compared with £660,696 in the previous year (an increase of £27,416 or about 4 per cent) and the profit after tax attributable to Revertex Limited was £399,249 as compared with £325,172 in the previous year (an increase of £74,077 or about 23 per cent).

We have decided to recommend the same final dividend as last year, namely 12½ per cent less tax, making a total of 20 per cent for the year. This dividend would absorb £191,936.

We have had to contend with two main adverse factors in the last year, firstly the fierce paring of profit margins on our sales of natural latex concentrates, largely caused by a temporary glut of other concentrated latices, and keener competition in synthetic emulsions with a similar effect on profit margins. The tonnages of natural latex concentrates sold was, however, similar to that of the previous year, whereas last year we sold a larger tonnage of synthetic emulsions than in the previous year.

A substantial increase in the tonnage of synthetic latex sold, coupled with the very good results enjoyed by the South African company, largely corrected the overall profit situation.

Peering into the future is a particularly hazardous pastime at this moment. All I can say is that we are determined to maintain and to improve our position in the industries which we serve, and with whom our relations are excellent. Needless to say, we shall continue to extend the range of our products as opportunity offers, and, though there is every indication that profits are going to be harder to earn, we face the future with confidence.

REVERTEX (concentrated natural rubber latex)

Our deliveries just failed to match the peak figure of the previous year, but profits on them declined very sharply. This does to some extent reflect the increasing popularity of synthetic latex and the particularly low price of centrifuged latex. There are, however, still many customers who prefer the natural product and Revertex rather than centrifuged latex.

REVINEX (synthetic latex produced in partnership with International Latex Corporation (USA) by Doverstrand Limited)

The prospects for 1965, which I outlined to you last year, have been amply fulfilled, and our share of this company's profit has been substantial; in addition, we also receive a sales commission which already amounts to a very satisfactory figure.

We are now hard put to it to meet the demand, and we cannot expect the new capacity now being contructed to be on stream before the autumn of this year.

EMULTEX and MOWILITH

ALCOTEX and MOWIOL (synthetic emulsions and polyvinyl alcohol produced in partnership with Farbwerke Hoechst AG by the Harlow Chemical Company Limited)

Sales were higher than in the previous year, but profits were severely down. A very large proportion of the cost of these emulsions is represented by the cost of raw materials, where we look for a reduction in 1966. The manufacturing and packing costs are being looked at very closely indeed.

COMPOUNDS PRODUCED AT HARLOW (of Revertex, Revinex and Emultex)

Deliveries of compounds produced at Harlow again increased substantially by 30 per cent, on top of the increases achieved in the two previous years, and profits were up, although not commensurately.

In addition to the improved compounding plant at Harlow now being constructed, we plan to construct another plant in Scotland, where a large part of our market is.

AQUAPLAS (noise reduction materials)

The market for these materials continues to expand, both in this country and abroad, and our profit with it. I reported last year that we had acquired a 50 per cent interest in a small light engineering company. In the year under review, we have acquired a 100 per cent interest in another similar company with the same object in view.

OVERSEAS COMPANIES

Revertex (South Africa) (Proprietary) Limited – The expansion of the factory was completed during the year, and this has proved highly satisfactory. The management and staff again deserve the warmest congratulations on their performance.

Our French company, Comertex SA, was able to increase its deliveries of compounds by about 38 per cent, a very praiseworthy increase.

Revertex (Australia) Pty. Limited, the company which makes emulsions, and of which we own 50 per cent, made a small profit on its first six months of operation, and looks geared to make a useful contribution to the group profits in future. During the year under review, we acquired a 40 per cent interest in another Australian company, called Vinylpave Products (NSW) Pty. Ltd., through which we plan an intensive assault on the Australian market with our natural and synthetic latex compounds. It remains to be seen how this will work out, but we are confident that it will do well.

The profit before tax of Revertex (New Zealand) Limited, of which we own 40 per cent, increased by 30 per cent, but the figures are still small owing to the small population of New Zealand, but here again we feel confident of its future progress.

The 50 per cent owned company in Italy, Sochima, which I alluded to last year, is producing satisfactory results. Apart from Harlow it is the largest producer of compounds based on Revertex most of which are used by the carpet industry. In addition, Sochima are developing the sale of compounds based on synthetic latex and Plastisol, a PVC based compound. There is every prospect that this company will be making an increasing contribution to the group's total profits in 1966 and in the coming years.

NEW VENTURES

The Portuguese company (50 per cent owned by Revertex) has been formed, and the plant is being constructed. It should be on stream towards the end of March 1966.

The emulsion and compounding plants at our factory in Kluang (Central Johore) are now operating, and customers for its products actively canvassed. Prospects seem encouraging.

The Pakistan venture is being pursued, but there is nothing further to report at present.

EXPORTS

We exported from the United Kingdom or manufactured and sold abroad 46 per cent of our total deliveries to 60 countries.

ORGANISATION

I reported to you last year that we were proposing to form a new wholly-owned subsidiary called Revertex Sales Limited, and our reasons for doing so. This has now been done, and is working satisfactory.

We believe we can carry this group re-organisation further with advantage and you will have seen from the accompanying letter, in full detail, how this is to be achieved.

DIRECTORATE

We have been extremly fortunate in persuading Mr. John Rogerson to join our board. He retired from a high position in ICI last year, and his experience of, and connections in the chemical industry have already proved to be of great value. I feel confident that you will confirm his election today.

STAFF

As I have said before, it is increasingly difficult to find anything new to say about the people who work for us in our group. They have worked as hard as ever and shown great initiative and enterprise. Our very warm and sincere thanks go out to them; I am sure that I may say this on your behalf.

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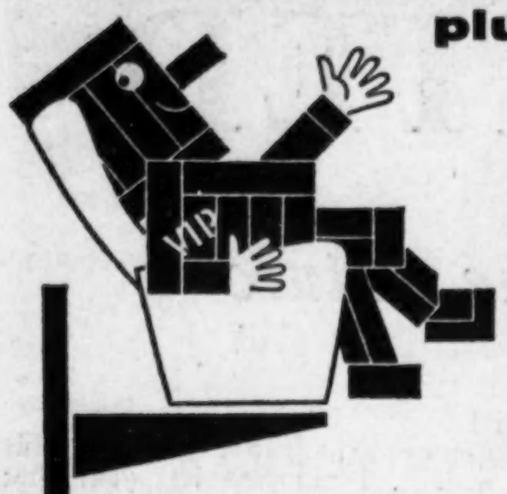

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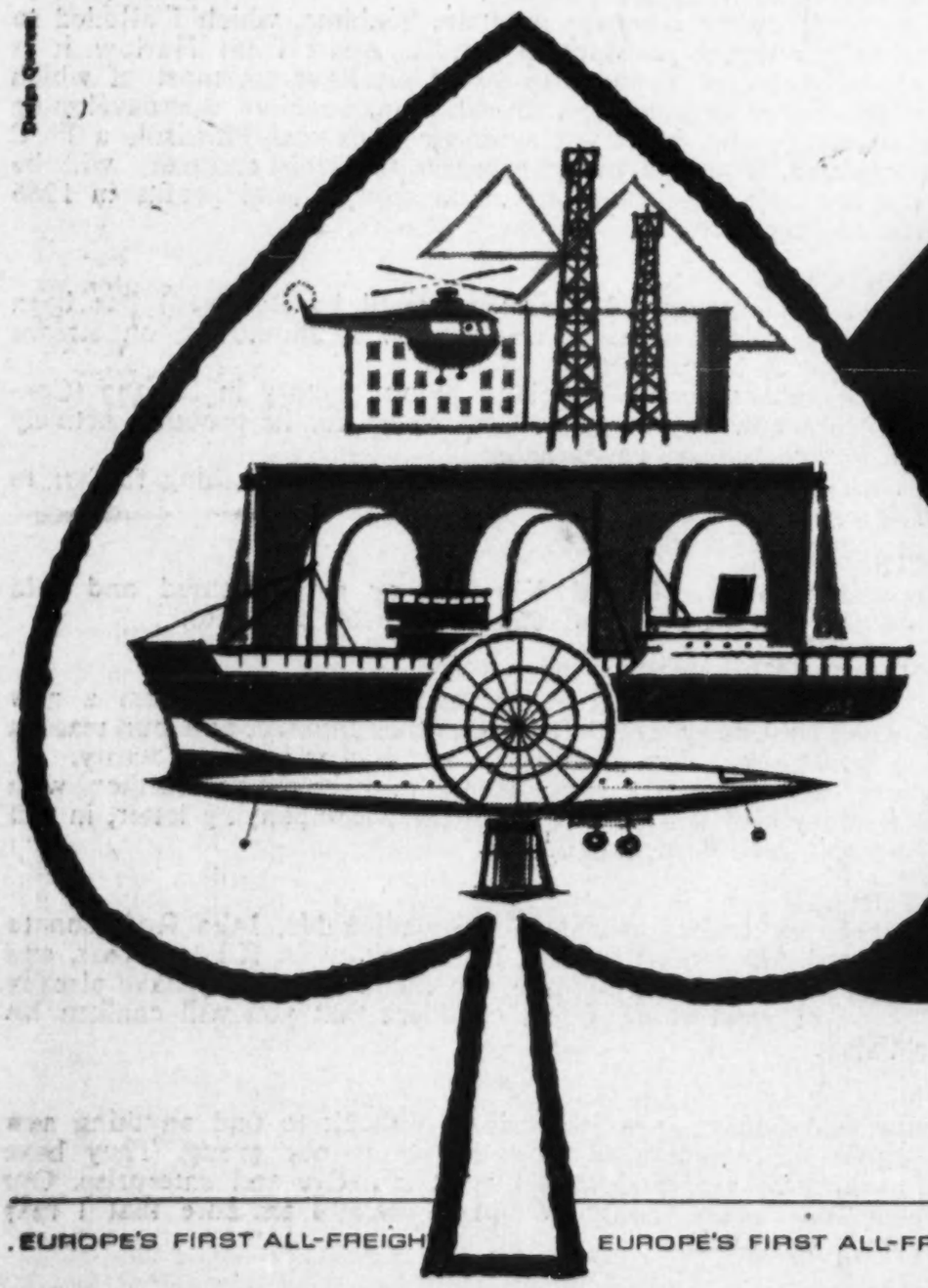

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Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
April 14 . *(Amended from April 20)*	**Petrol and diesel engines and spares, aircraft spares, MT and plant spares.**	**No. 16 Maintenance Unit, R.A.F. Stafford** .	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).**
April 15 .	**Machine tools, miscellaneous stores, clothing and textiles.**	**Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.**	**Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth.**

Machine tools. 'Lang' 6½ in. lathes; Dean Smith & Grace 8½ in. SS & SC lathes; 'Rapidor' hacksaw machines; 'Pollard' 26 in. pedestal drilling machines; 'Harrison' 4½ in. SS & SC lathes; 'Ransomes & Pickles' 30 in. bandsaw; 'Smallpiece' 3½ in. and 4½ in. SS & SC lathes; 'Wicksteed' 10 in. hacksaw machine; 'Parkson' milling machines; 'Ormerod' 16 in. shaper and 8 in. slotting machines and various types of drilling and grinding machines.

Miscellaneous stores. 'Black & Decker' heavy duty drilling machines; 'Alldays & Onions' 1 cwt. pneumatic hammer; 'Harvey & Frost' hand operated crane; hydraulic and screw jacks; carpenters', fitters', electricians' and metal workers' tool kits; electric cable; water containers; MT and electrical spares; batteries; miscellaneous surveying and drawing equipment; gravity roller conveyors; generators and generating sets; 500 solid fuel cookers; 1,100 'Soyer' stoves; motor and hand mowers; electric motors by L. D. C. Hopkins, Brook, Mitchell, Crompton Parkinson and English Electric; furniture including chairs various; tables; wardrobes; bureaux; bedsteads, etc.; china; glass; cutlery; earthenware and miscellaneous kitchenware; a large selection of tools including hammers, pliers, box spanners, tommy bars, adjustable spanners and screwdrivers.

Clothing and textiles. BD blouses and trousers; ankle boots; shoes; greatcoats; raincoats; leather jerkins; 2,900 flannel shirts with collars; blankets and blanket pieces; woollen drawers; tents and old tentage; ground sheets; kitbags; 150 carpets, including one Axminster 55 ft. by 20 ft.; 500 Axminster and Wilton rugs; miscellaneous curtains; 17 tons of mixed rags; 5,000 webbing packs and numerous pouches and straps.

April 19 .	**Earth moving equipment, plant ancillaries and spares, motor vehicles, including:**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham.**

AEC 3-way 10-ton tippers; Albion 20-ton tractors; AEC Matadors; 16 twin-wheeled 50-ton trailers; Scammell breakdown trucks; Leyland 'Hippo;', Fordson machinery trucks; towed scrapers, military type; Aveling, Barford and Muirhill dumpers; Ferguson agricultural and industrial tractors; Bedfords Austin and Commer trucks (3 to 7 tons); Blaw Knox grader; Morris Mini vans; Hillman 'Huskys'; Ford Escort, Popular, Anglia, Zephyr and Consul saloons; Morris Mini Minor and Minor 1000 saloons; Bedford 15 hp Utilicons; Morris-Commercial utility vans; Land Rover GP vehicles; Austin 'Champs'; estate cars; MT spares; tyres; batteries, etc.

Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
April 5 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT

1965

PROFIT SUMMARY	1965 £ millions	1964
Group Profit before Taxation ...	**90.4**	76.0
Group Profit after Taxation ...	**47.6**	35.7
B A T's Interest therein	**42.2**	31.7
Retained by Subsidiaries... ...	**22.3**	16.5
B A T Net Profit (including dividends from Subsidiaries) ...	**19.9**	15.2
Dividends	**14.5**	13.2
GROUP NET ASSETS	**414.7**	387.7

If you would like a copy of the Report & Accounts for 1965 and a copy of Sir Duncan Oppenheim's Speech at the Annual General Meeting held on 17th March, 1966, please write to The Secretary at 7 Millbank, London SW1

Extracts from Sir Duncan Oppenheim's speech:

Your Company's history can justly be described as an outstanding demonstration of the long-term benefits to the United Kingdom's balance of payments which result from investment abroad.

In the year under review, the Company's net favourable contribution to the United Kingdom balance of payments, calculated by subtracting the total of expenditure on imports of raw materials and new overseas investments from the total income from dividends received, exports of manufactured goods, machinery and supplies, and certain other sources, amounted to no less than £33,000,000.

The upward trend of the Group sales has continued since the end of last year and the total volume of cigarette sales for the five months to February 1966 shows a satisfactory increase over the same months of the previous year.

Present indications are that, taking account of the further reduction to be expected in the U.K. tax charge on the Company as distinct from its stockholders, BAT's interest in the Group Net Profit dealt with in the Accounts of BAT and its U.K. Subsidiaries should be larger than last year.

In determining the dividend policy we must take account of the new tax system over a period of years and I cannot go further than to repeat that the Board has reasonable expectations of being able to maintain the current rate of dividend over the next few years, subject to any change in the system or burden of taxation, including that arising from the revision of Double Taxation Treaties.

Because of the provisions of Section 83 of the Finance Act 1965, the first interim dividend has been declared at the rate of 1/10d. gross per 10/- unit of Ordinary Stock. It is the present intention that the second interim dividend, normally payable on the 30th September, will be at the rate of 8d. gross.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	118	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1965		132				108		132*	159*				+209*	+19*	+57
1964															
2nd quarter	124	128	143	137	122	105	151	121	155	184	153	+172	+126	+13	+12
3rd quarter	125	128	146	140	123	106	156	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	158	128	170	186	155	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	161	189	162	+ 57	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	182	162	+ 95	+ 83	— 5	+ 7
3rd quarter	127	131	153	147	124	108	158	131	152	189	164	+127	+ 71	+21	+20
4th quarter		132				109		133*	156*				+ 6*	+13*	+18
1965															
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices		Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				at current prices		
Base of index	Dec. 1958	Apr. 1959										1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	£ million
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—412
1965	165*	121*	131·8	+4·9	110·6*	129·4*	157·9	309	265	+44	..	150	145	
1964														
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter	165*	121*	133·5	+4·6	111·5*	130·5*	161·9	305	255	—29	—34	153	151	..
1965														
August	166	122	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·0	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9*	130·7*	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	121*	134·3	+4·4	113·0*	130·9*	164·9	285	245	— 1	— 1	158	146	..
February					113·9*	131·1*		277	260	+15	+ 6	158*	159*	..

† Not seasonally adjusted. * Provisional.

Index of industrial production for January

THE PROVISIONAL index of production for January 1966, prepared by the Central Statistical Office, is 133 (seasonally adjusted) the same as in December 1965. Manufacturing industries also showed no change despite some loss of production in January, particularly in the vehicles industry, resulting from the temporary gas shortage.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1960	112·5	94	114·6	107	104	112	123	117	123	113	114	85	118	112
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·7	92	133·6	121	114	133	158	142	160	132	143	74	130	123
Unadjusted:														
1964 3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	136	98	136	117	112	126	161	140	165	136	147	75	133	132
2nd quarter	132	93	135	123	114	138	160	147	162	134	141	75	140	127
3rd quarter	123	81	125	119	113	131	152	137	155	120	133	72	112	109
4th quarter	137	96	138	126	119	138	157	146	159	138	153	75	133	125
1965 Nov.	139	98	141	131	124	144	159	142	161	139	152	75	134	132
Dec.	133	94	132	117	111	129	153	155	153	138	156	75	132	112
1966 Jan. (prov.)	133	79	133	112	111	113			161	134	145	74	129	128
Seasonally adjusted:														
1964 3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter	132	96	133	122	113	137	157	140	160	133	144	74	127	127
2nd quarter	131	91	133	118	112	129	157	146	159	131	141	75	131	125
3rd quarter	131	92	133	121	116	132	159	139	162	130	142	74	127	120
4th quarter	132	90	134	123	116	135	157	145	159	134	146	74	133	121
1965 Aug.	132	93	134	121	116	130	162	132	167	132	147	74	120	120
Sept.	131	90	132	120	114	131	156	137	159	130	140	73	129	120
Oct.	132	90	134	124	116	137	155	140	158	134	145	74	133	123
Nov.	132	90	133	124	117	136	155	140	157	133	144	74	131	123
Dec.	133	90	135	121	114	132	161	153	162	136	150	74	136	118
1966 Jan. (prov.)	133	89	135	124	116	137			162	138	153	73	130	125
Aug.-Oct. (av.)	131	91	133	122	115	133	159*	139*	161	132	144	74	127	121
Nov.-Jan. (av.) (prov.)	133	90	135	123	116	135	157*	144*	160	136	149	74	132	122

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	150	158	139	127	142			145
Unadjusted:															
1964 3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	141	141	123	121	108	130	152	158	142	125	146	140	137	172
2nd quarter	138	138	138	119	117	103	125	153	164	137	129	143	143	138	128
3rd quarter	122	122	121	115	111	94	127	145	155	129	126	130	137	138	117
4th quarter	134	134	135	126	124	108	135	152	155	147	128	148			164
1965 Nov.	141	141	138	129	127	110	135	157	159	153	130	154			175
Dec.	122	119	132	114	114	101	115	140	142	136	122	135			178
1966 Jan. (prov.)	131	131	134	118	116		124	143	149	134	112	153			189
Seasonally adjusted:															
1964 3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	132	131	133	120	117	102	128	153	159	144	130	140	140	137	141
1965 1st quarter	136	135	136	119	118	103	125	153	160	142	134	140	139	139	146
2nd quarter	135	135	135	120	118	103	127	150	159	135	129	141	141	137	139
3rd quarter	134	134	130	122	120	102	131	150	153	136	125	142	144	137	141
4th quarter	131	131	131	122	117	105	136	150	155	142	122	144			151
1965 Aug.	135	137	129	124	121	104	134	151	160	138	118	142	147		139
Sept.	132	132	130	121	118	105	129	151	157	141	134	142	139		147
Oct.	132	133	128	123	118	105	137	150	156	141	118	144			143
Nov.	132	133	129	119	114	103	131	149	155	141	116	143			159
Dec.	129	127	137	124	119	103	139	149	152	143	133	144			150
1966 Jan. (prov.)	129	128	133	122	116		136	147	154	136	124	147			154
Aug.-Oct. (av.)	133	134	129	123	119	102*	133	151	158	140	123	142			143
Nov.-Jan. (av.) (prov.)	130	129	133	122	116	104*	135	149	153	140	124	145			156

* Latest available three months (October-December) and previous three months (July-September).

Orders, deliveries, production and exports in the engineering industries in January

IT IS PROVISIONALLY estimated by the Ministry of Technology that production in the engineering and electrical goods industries (Order VI of the Standard Industrial Classification) in the three months ending January was 3 per cent higher than in the previous three months. The more complete information now available for the fourth quarter has confirmed the earlier prediction of a 4½ per cent increase in production in 1965 compared with 1964, which in turn had been 9 per cent higher than the previous year. After being level for three years production in mechanical engineering rose sharply in 1964 and again in 1965 when it was 6 per cent higher than a year earlier. In contrast to earlier years when there was a strong rate of growth, production in electrical engineering showed little change between 1964 and 1965 as a whole, although there was a marked rise in output during the last quarter of the year.

In the wider group of engineering industries which includes some vehicles in addition to engineering and electrical goods, the more comprehensive figures now available from firms returning on a quarterly basis together with a larger number of monthly returns

(*Continued on page* 664)

Description of the statistics

The volume indices of production and orders on hand in Table 1 below relate to the engineering and electrical goods industries as

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	140	143	106
1964	137	133	144	164	164	162	105
1965	143*	142*	146*	166*	165*	166*	111
1962 1st quarter	121	121	122	124	121	132	101
2nd quarter	125	123	128	123	119	133	107
3rd quarter	125	123	128	122	119	130	94
4th quarter	122	119	126	120	116	129	101
1963 1st quarter	123	120	130	122	120	125	111
2nd quarter	124	120	131	127	125	132	111
3rd quarter	129	123	138	134	133	137	97
4th quarter	128	124	136	141	140	143	107
1964 1st quarter	135	131	143	145	144	146	112
2nd quarter	136	130	143	151	151	150	111
3rd quarter	137	134	143	156	156	156	93
4th quarter	141	138	146	164	164	162	105
1965 1st quarter	144	143	147	170	170	169	106
2nd quarter	141	140	143	167	166	169	115
3rd quarter	143	143	142	164	165	165	107
4th quarter	146*	143*	152*	166*	165*	166*	115
1965 February	143	143	144	167	166	169	
March	140	138	145	170	170	169	
April	138	138	138	167	167	168	
May	146	145	149	166	166	167	
June	138	137	141	167	166	169	
July	140	141	139	167	167	167	
August	147	147	148	167	168	165	
September	140	140	141	164	165	165	
October	145*	142*	151*	166*	165*	169*	
November	144*	141*	149*	166*	164*	167*	
December	150*	146*	156*	166*	165*	166*	
1966 January	153*	..	..	165*	164*	169*	
Average:							
Latest 3 months	149						
Previous 3 months	144						
Percentage change	+3						

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against December are the averages of the seasonally adjusted figures for November, December and January.

EFTA INFORMATION CENTRE: CHANGE OF ADDRESS

The EFTA Information Centre has moved from Queen Anne's Mansions, Queen Anne's Gate, to the main Board of Trade building at Victoria Street. Its new address is Room 527, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

The EFTA Information Centre answers general inquiries about the European Free Trade Association and advises on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal.*

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	141	143	134
1964	162	152	136	161	153	136	163	151	136
1965*	165	144	143	163	144	143	168	145	142
1962 1st quarter	121	120	122	118	117	123	130	131	120
2nd quarter	120	123	125	116	119	124	131	130	127
3rd quarter	118	121	125	115	120	123	129	123	130
4th quarter	117	118	122	112	115	120	128	128	128
1963 1st quarter	118	124	123	115	125	119	123	120	133
2nd quarter	122	137	124	120	133	120	130	148	133
3rd quarter	129	147	128	127	145	126	136	152	135
4th quarter	136	149	130	134	148	128	141	155	135
1964 1st quarter	141	143	134	139	145	134	144	137	135
2nd quarter	148	153	133	147	154	133	150	147	133
3rd quarter	153	149	135	152	147	135	158	155	134
4th quarter	162	164	140	161	164	140	163	163	139
1965 1st quarter	169	153	140	167	152	142	173	153	137
2nd quarter	166	139	142	163	138	142	173	139	142
3rd quarter	163	136	143	162	137	140	169	136	147
4th quarter*	165	152	147	163	152	148	168	152	143
1965 February	166	153	140	163	152	142	173	153	136
March	169	141	132	167	142	134	173	141	127
April	166	139	143	163	141	145	173	134	139
May	165	139	145	163	138	146	172	139	144
June	166	141	138	163	142	136	173	135	142
July	166	142	141	164	143	140	171	140	142
August	166	136	148	165	137	144	169	136	158
September	163	143	138	162	140	137	169	153	142
October*	165	144	147	163	141	148	173	148	142
November*	165	152	144	163	152	146	171	152	139
December*	165	146	149	163	146	149	168	144	149
1966 January*	164	..	152	162	..	155	172	..	146
Average:									
Latest 3 months		146	149		146	150		144	145
Previous 3 months		143	144		140	143		153	148
Percentage change		+2	+3		+4	+5		—6	—2

* Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

(*Continued on next page*)

ENGINEERING INDUSTRIES, *continued*

for December have led to downward revisions of the earlier monthly estimates for October, November and December for export deliveries and consequently, net new export orders. For the year as a whole new export orders are now put at 4 per cent lower than in 1964 with export deliveries 4 per cent higher. Making the same year on year comparison new home orders were 5 per cent lower and home deliveries 5 per cent higher. The first estimates for January indicate a continuing high level of deliveries to the home market with the three months November to January showing a rise of 5 per cent on the previous three months; on the same basis new home orders rose by 4 per cent. With the high rate of deliveries home orders on hand were reduced slightly during January. Export deliveries in the November to January period were 2 per cent lower and net new orders 6 per cent lower than in the preceding three months. Export orders on hand lengthened in January.

More detailed statistics of the value of deliveries of certain mechanical and electrical engineering products for the fourth quarter of 1965 are shown in Table 4. Comparing the years 1965 and 1964 most categories in the mechanical engineering sector showed higher deliveries in 1965 with marked increases for machine tools, mechanical handling equipment, water tube boilers and chemical plant. The small number of industries recording lower deliveries in 1965 included agricultural machinery, mining machinery and iron, steel and non-ferrous metal works plant other than rolling mills. The reduction in the value of deliveries of office machinery between 1964 and 1965 was associated with the extension in the scope of the inquiry from the third quarter of 1965 and does not reflect an actual fall in output of office machinery. In the electrical sector increased deliveries were recorded in 1965 for all categories apart from domestic electrical appliances.

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 3: Engineering industries (1) Unadjusted

Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965*	163	144	143	160	144	143	172	145	142
1963 1st quarter	117	132	126	115	135	122	123	121	139
2nd quarter	123	138	123	121	135	120	128	146	133
3rd quarter	130	140	120	128	137	119	136	146	124
4th quarter	135	145	133	131	139	131	144	159	139
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter*	163	147	151	160	144	152	172	156	148
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October*	166	155	149	163	147	151	173	179	144
November*	165	144	150	162	143	152	174	147	143
December*	163	144	154	160	144	153	172	144	156
1966 January*	162	129	142	158	127	144	172	134	138

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Table 4: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1963	1964	1965*	1964		1965			
				3rd quarter	4th quarter	1st quarter*	2nd quarter*	3rd quarter*	4th quarter*
Machinery other than electrical:									
Agricultural machinery	59·2	65·8	59·4	15·8	14·3	15·9	16·5	14·7	12·3
Metal-working machine tools and welding machinery	130·8	141·0	158·4	33·5	38·7	41·1	39·2	38·2	39·9
Engineers' small tools and gauges	68·5	79·6	87·9	18·9	21·1	22·6	22·3	20·4	22·6
Industrial engines	87·1	109·5	110·9	25·2	35·1	26·4	23·2	25·2	36·0
Textile machinery and accessories	89·0	99·8	104·2	21·5	28·7	25·8	26·3	23·9	28·3
Contractors' plant and quarrying machinery	121·7	145·9	152·3	34·7	36·7	39·2	42·2	34·7	36·2
Mechanical handling equipment	102·6	110·3	126·7	26·4	29·7	30·2	29·1	32·6	34·7
Office machinery	84·9	92·2	80·1	22·2	23·8	23·0	20·5	16·5	20·2
Mining machinery	52·8	56·3	53·8	13·8	13·9	14·8	14·3	13·2	11·5
Refrigerating machinery	46·9	51·5	53·4	12·9	10·0	14·1	17·8	12·0	9·5
Space-heating, ventilating and air-conditioning equipment	57·4	66·5	71·5	16·5	19·2	16·8	16·9	18·2	19·8
Pumps and industrial valves	99·6	112·9	122·8	26·9	31·2	30·6	29·8	28·6	33·8
Air and gas compressors and exhausters	31·9	36·2	41·9	8·9	9·8	11·1	9·2	10·5	11·1
Food and drink machinery	40·9	47·7	53·8	12·2	14·1	13·3	12·2	13·9	14·5
Packaging machinery	24·0	24·3	27·7	5·7	6·4	6·5	6·8	6·6	7·8
Steel and non-ferrous metal rolling mills and ancillary equipment	24·6	23·8	25·3	5·3	6·6	8·9	5·1	4·4	7·0
Other machinery except electrical machinery	249·1	270·7	305·5	61·3	72·6	76·2	76·8	69·2	83·2
Industrial plant and fabricated steelwork:									
Water tube boilers	59·3	63·1	86·4	15·1	19·6	21·1	20·8	21·6	22·9
Shell boilers and boilerhouse plant	30·9	32·6	36·9	7·8	9·8	8·1	8·7	9·7	10·4
Chemical plant	53·4	53·7	85·6	12·8	13·7	18·1	19·6	23·4	24·5
Iron, steel and non-ferrous metal works plant other than rolling mills	29·3	37·6	31·9	8·5	10·7	9·6	7·1	8·6	6·6
Other industrial plant and fabricated steelwork	154·4	170·3	187·0	39·5	46·3	42·7	46·1	47·8	50·5
Electrical machinery:									
Generating equipment and rotating electrical machines	135·9	138·5	156·3	30·5	40·6	34·1	35·2	37·2	49·8
Transformers for lighting, heating and power	54·6	64·5	65·3	15·2	19·0	15·6	15·9	14·0	19·8
Switchgear and control gear	137·3	155·9	173·4	36·7	42·2	44·3	42·7	39·5	46·9
Other electrical machinery	21·4	26·7	29·9	7·2	6·6	6·7	6·8	7·7	8·7
Insulated wires and cables	159·7	183·8	213·6	44·3	52·4	50·3	53·5	49·8	60·0
Other electrical goods (except radio, telecommunications and other electronic apparatus):									
Domestic electrical appliances	165·1	165·8	150·3	39·4	50·1	36·0	33·6	34·8	45·9
Electrical equipment for motor vehicles, cycles and aircraft	76·7	86·3	86·8	20·0	22·0	21·5	24·7	18·6	22·0
Primary batteries	17·4	18·8	19·3	4·9	5·2	4·7	4·4	4·7	5·5
Secondary batteries (accumulators)	29·6	34·8	39·2	8·1	10·4	9·0	9·6	9·0	11·5
Electric lamps	26·3	30·2	31·2	6·2	9·2	7·6	7·8	6·5	9·2
Other electrical goods	96·0	111·2	126·3	26·6	31·7	30·6	31·1	29·2	35·5
Sub-contract sales and components not included above	273·5	312·8	336·1	75·0	83·3	82·2	84·4	81·2	88·3
Amount charged for work done on customers' materials and repair work	76·7	83·4	93·6	19·6	21·6	23·5	22·9	22·6	24·5

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Excluding deliveries by the smallest firms estimated at about 2 per cent of the total.
In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
* Provisional.

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Car and commercial vehicle production in February

DURING THE FOUR-WEEK statistical period of February 1966 the recorded weekly average rates of production were 36,331 cars and 9,372 commercial vehicles. Output in the month was considerably less affected by strikes than in January.

On a seasonally adjusted basis output of cars recovered in February to a level approaching that of 1965 as a whole, and for the three months ending February was at the same rate as the previous three months.

On the same basis output of commercial vehicles in February also increased to about the level of the first quarter of 1965, and for the three-month period ending February was at a slightly higher rate than in the previous three months.

Car and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1
Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1964 4th quarter	13	454,975	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1964 December	5	164,269	32,854	42,157	8,431	1,897	379
1965 January	4	143,229	35,807	36,343	9,086	1,681	420
February	4	147,132	36,783	36,848	9,212	1,453	363
1965 December	5	160,937	32,187	39,440	7,888	2,019	404
1966 January	4	122,439	30,610	31,800	7,950	1,696	424
February	4	145,322	36,331	35,333	8,833	2,154	539

Table 2
Production – seasonally adjusted

Monthly averages — Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·0	38·9
2nd quarter	145·9	40·6
3rd quarter	133·1	35·0
4th quarter	152·0	37·2
1965 January	152·3	39·9
February	144·1	39·5
March	132·6	37·4
April	140·4	41·3
May	145·5	41·8
June	151·8	38·7
July	138·8	35·4
August	126·7	33·7
September	133·7	36·0
October	154·0	38·1
November	143·9	35·8
December	158·2	37·7
1966 January	130·3	35·1
February	142·8	38·6
Average of:		
September to November 1965	143·8	36·6
December 1965 to February 1966	143·8	37·1
Percentage change	Nil	+1

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, March 18, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Castles in the Air	Br/E 31165	23	March 14	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.
The Naked World of Harrison Marks	Br/E 31166	84	March 14	Gala Film Distributors Ltd.	Harrison Marks Productions Ltd.
Mr. Brown Comes Down the Hill	Br/E 31167	90	March 15	Westminster Productions Ltd.	Westminster Productions Ltd.
Pathe Pictorial Series 586/598:					
Pathe Pictorial No. 586	Br/E 31169	8	March 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 587	Br/E 31170	8	March 16	" "	" "
Pathe Pictorial No. 588	Br/E 31171	8	March 16	" "	" "
The Great St. Trinian's Train Robbery	Br/E 31172	94	March 17	British Lion Films Ltd.	Braywild Ltd.
Pathe Pictorial Series 586/598:					
Pathe Pictorial No. 589	Br/E 31178	8	March 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Look at Life Series 29;					
Over the Sticks	Br/E 31179	10	March 18	Rank Film Distributors Ltd.	Rank Distributors Ltd.
Pathe News 66-21	Br/E 30937	8	March 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-22	Br/E 30938	8	March 18	" "	" "
Movietone News 1918	Br/E 30851	8	March 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1918A	Br/E 30852	8	March 18	" "	" "
FOREIGN					
Jack Frost	F 31163	81	March 14	Rank Film Distributors Ltd.	Sovexportfilms, Moscow.
The Singing Nun	F 31164	96	March 14	Metro-Goldwyn-Mayer Pictures Ltd.	G. & B. Productions Inc.
Chili Corn Corny	F 31168	7	March 16	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
I Spy:					
The Watchmaker of Scapa Flow	F 31173	26	March 18	Saxon Film Co. Ltd.	Guild Films Inc.
Lion of France	F 31174	26	March 18	" "	" "
Across the Border	F 31175	26	March 18	" "	" "
Dishonoured Hero	F 31176	26	March 18	" "	" "
He Spied on the Queen	F 31177	26	March 18	" "	" "

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Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of January 1966 was unchanged from the level at the end of December 1965, but 1 per cent less than at the end of January 1965.

The rates of deliveries and of receipt of net new orders in January 1966 were at about the same level as in January last year.

Textile and clothing industries (a).
Index numbers of the volume of total orders and deliveries (b).

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965*	121	98	99
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter*	121	107	103
1964 November	126	129	108
December	124	82	88
1965 January	123	92	94
1965 November*	124	114	107
December*	121	84	91
1966 January*	121	92	94

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differencess in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Mr. George Petrak, head of Centrotex, the Central European buying corporation which employs more than 36,000 people, has been recently on a visit to London with his Czechoslovakian buying delegation. Among the delegation were Mr. Cibenka, the deputy director of Centrotex, Mr. Sillhavy, Commercial Counsellor of the Czechoslovakian Embassy in London, Mr. Billich and other representatives from the Embassy. Members of the party are seen here at the Reldan showrooms where they signed a large contract for skirts and co-ordinates. From left to right are Mr. Cyril Kern of Reldan, two models, Mr. Petrak and designer Mr. Digby Morton.

Production in the cotton industry

THE VOLUME of production in the cotton industry in January was 5 per cent less than in January 1965.

Statistics issued by the Cotton Board show that the output of single yarn and the amount of yarn doubled were 9 and 8 per cent less respectively than in January 1965. The amount of cloth woven was 5 per cent less.

Production of the cotton industry.

(all figures are weekly averages)

	Singled yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1965	9·32	2·74	2·53	2·31	19·5	12·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9
October.	10·02	2·78	2·65	2·51	20·8	13·0
November	9·84	2·74	2·67	2·45	20·6	13·1
December*	8·58	2·42	2·28	2·14	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	19·1	12·7

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of 5 weeks. †53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in January was 2 per cent more than in January 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 4 and 1 per cent more respectively than in January 1965. The rate of production of tops was 3 per cent more.

Output in the wool textile industry.

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1964 1st quarter	117·9	77·9	83·8	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·2	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·3	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1964 November	32·6	19·9	27·5	19·4	15·2	13·3	3·4
December	31·2	18·6	27·3	18·5	13·5	12·4	3·1
1965 January	32·6	19·5	27·5	19·0	13·7	12·9	2·9
1965 November	36·4	21·8	28·9	20·5	15·5	13·9	3·2
December	33·3	19·6	27·3	19·2	14·2	12·4	3·2
1966 January	33·7	20·1	27·2	19·7	14·4	12·4	2·9

(a) Including hair. (b) Estimated. (c) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in January was 5 per cent higher than the previous year, compared with increases of 7 per cent in the fourth quarter of 1965 and 6 per cent for last year as a whole.

Sales by both food shops and household goods shops showed increases of 5 per cent on the previous year, while clothing and footwear shops showed an increase of 9 per cent on a year earlier.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Foods shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1964 1st quarter	105	+ 8	114	+ 7	94	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1965 January	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2
April	108	+ 4	114	+ 1	99	+ 5	108	+ 9	105	+ 8
May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

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New companies registered in February

BELOW are details of new companies registered in Great Britain during February 1966, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,651	1,651
£1,000 and under £10,000	—	661	661
£10,000 and under £50,000	—	102	102
£50,000 and under £100,000	1	9	10
£100,000 and under £1,000,000	—	5	5
£1,000,000 and above	—	1	1
Total number	1	2,429	2,430
	'000's	'000's	'000's
Total amount of Nominal Capital	£60	£6,740	£6,800

	Companies Registered in Great Britain in 1965 and 1966			
	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718		
April	3,636	9,893		
May	3,306	6,547		
June	2,673	5,568		
July	2,553	4,329		
August	2,276	3,865		
September	2,468	11,188		
October	2,573	4,948		
November	2,529	5,671		
December	2,702	14,968		
Total	35,846	102,341		

Financial statistics—March 1966

THE MARCH issue of *Financial Statistics* published March 21, by the Central Statistical Office (HMSO, 10s. 6d.), includes the following new information:

Financial accounts. Some details of financial transactions in the fourth quarter of 1965 and in the year 1965 as a whole are now available; *Central government.* Table 16 shows how the Government's net balance of £528 million in the fourth quarter, analyzed in Tables 13 and 15, was financed; *Unit Trusts.* In the fourth quarter of 1965 net investments by unit trusts reached a total of £28 million, almost all of which was invested in ordinary and deferred shares; *Investment trusts.* Investment trusts were net acquirers of company securities in the fourth quarter, for the first time during 1965. Their net current assets fell by £17 million and their net acquisition of company securities amounted to £21 million; and *Private superannuation funds.* Net investments by private superannuation funds in the fourth quarter amounted to a record £87 million, of which £13 million went into government securities, £9 million into local authority securities, £34 million into company debentures and £27 million into ordinary shares. In 1965 their net acquisition of government securities amounted to £53 million, whereas in the two previous years they had been net sellers.

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton, *Recollections of a technologist,* 1964).

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Lindustries Limited

Highlights from the *Annual Report and Statement by the Chairman, Mr. W. E. Luke on the Accounts for financial year ended 2 October 1965.

	1965	*1964*
EARNINGS	£	*£*
Trading profit	2,026,814	*1,638,326*
Profit after tax attributable to Lindustries Limited	1,206,000	*707,863*
Earned for ordinary shares	1,134,913	*633,751*
Retained in the business	746,528	*310,351*
Ordinary dividends *less* tax	388,385	*323,400*
Earned per 5/– ordinary share	1/8·5d	*11·5d*
Dividends *less* tax per 5/– ordinary share	7·0d	*5·5d*
ASSETS		
Fixed assets and trade investments	5,127,363	*4,871,190*
Net current assets	8,518,068	*7,678,198*
Net assets employed	13,645,431	*12,549,388*
Net assets attributable to ordinary shareholders' funds	9,024,180	*7,992,023*
Net asset value per 5/– ordinary share	13/8d	*12/1d*
RETURN		
Trading profit on net assets employed	14·9%	*13·1%*

Corporation Tax charged at 35%

- The profit shows an increase of 24% over that of the previous year.
- The total distribution for the year is 20% (16% last year). The Directors suggest, however, that of this figure 4% should be regarded as exceptional.
- The improvement in profit was attributable to increased volume throughout the Engineering Division.
- It is still the Board's intention to establish an additional Division by acquisition.
- It is not expected that profits in respect of the current year will be as high as those of last year.

Ordinary Dividends 26 March–Final 1965: 11% and Bonus 4%; Interim 1966: 10%

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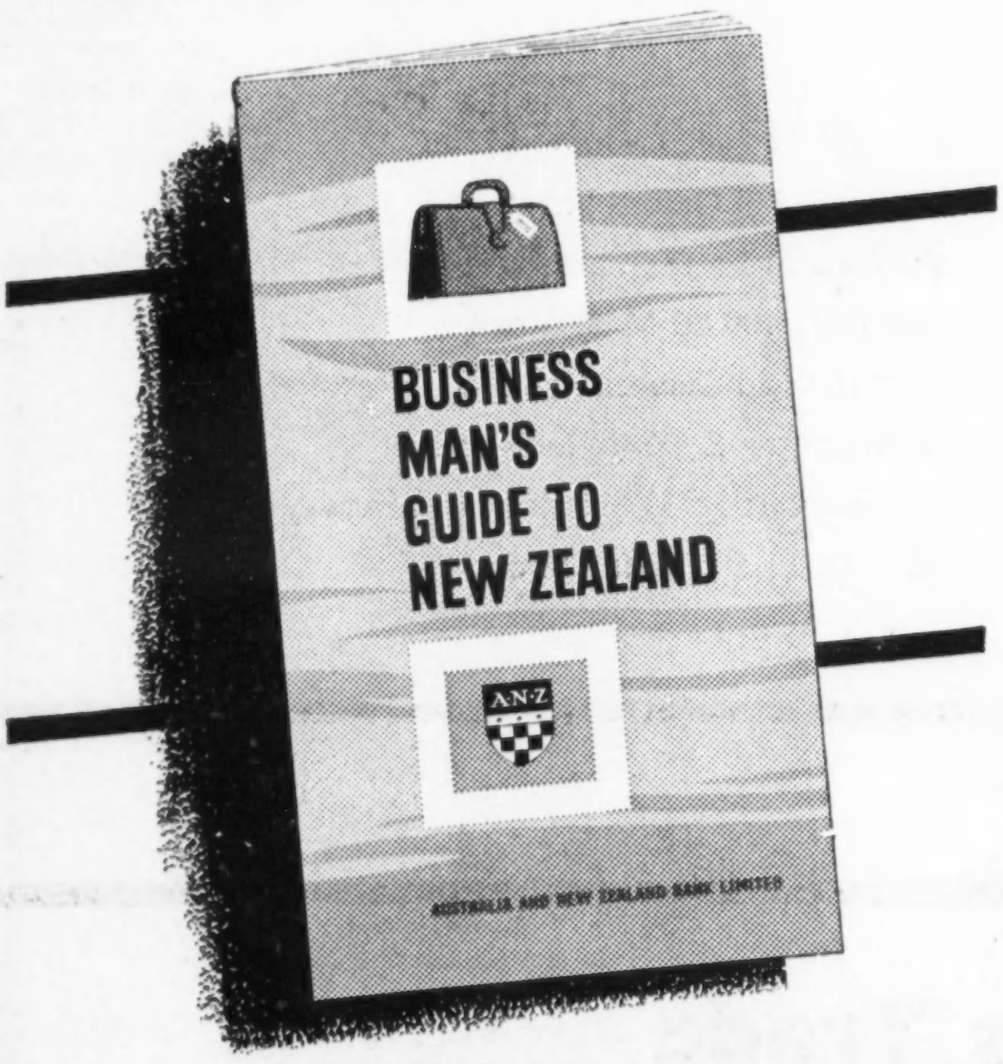

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Exhibitions and Fairs

Brisk business at Cologne Household Goods and Hardware Fair

A report from the Commercial Department, British Embassy at Bonn.

IT WOULD APPEAR that business was as brisk as it has ever been at this immense International Household Goods and Hardware Fair which takes place twice yearly in spring and autumn at Cologne and which ended on March 6. This despite the fact of rising wages and increasing costs of raw materials.

The event attracted 58,500 trade visitors from 55 countries including 11,420 foreigners. Whilst there was no increase in the German attendance, the foreign contingent showed an increase of 11 per cent compared with spring 1965.

The statistics given below were compiled by the Fair Company in accordance with a new system operated by the association for the voluntary control of fair and exhibition statistics. It is said to ensure uniformity and accuracy on the part of the fair organizers concerned and is subject to checking by an impartial body.

Trade visitors	**German**	**Foreign**	**Total**
(From 55 countries)			
Entrance tickets sold	47,080	11,420	58,500
Direct exhibitors			
(From 24 countries)	1,255	408	1,663
Other firms represented	079	216	295
Area in sq. m.			
(Nett area of stands)	54,000	12,500	66,500
Gross exhibition space			120,000

What these figures amount to is the fact that as many buyers, wholesalers and retailers as ever before directed their attentions to a proliferation of products in 13 large halls and three annexes covering nearly 1¼ million sq. ft.

Practically every product of the hardware, ironmongery and hand tool trades, horticultural implements, cutlery and silverware, domestic electrical appliances, household goods of all descriptions, art metal ware etc. were displayed and where applicable demonstrated during the four days of the fair. Exhibitors and visitors came from all over the world and for the first time we saw the National Housewares Manufacturers Association from the United States with 22 member firms. Forty-three other American firms were represented. Canada was also well represented under the aegis of the Department of Economics and Development in Toronto.

The largest contingent of foreign exhibitors was from France (139) with the United Kingdom in second place (100). For seven consecutive years the Board of Trade (this year in collaboration with six trade associations) has staged Joint Ventures at the spring session of the Cologne Hardware Fair. As the event has grown over the years so also has British participation from a relatively meagre 34 firms in 1960 to over 100 in 1966. Of these latter, 58 were under the Board of Trade's expanding wing representing the following associations – The Federation of British Hand Tool Manufacturers, The Hardware Manufacturers' Association, The Federation of British Horticultural Exporters, The British Electrical and Allied Manufacturers' Association, The United Kingdom Cutlery and Silverware Manufacturers' Association, The British Art Metal Manufacturers' Export Group.

On the whole, their participation was highly successful and as the months go by will become more rewarding. Evidence for this comes from a number of exhibitors in the form of statements such as:

'The business in Western Germany alone will increase from about £15,000 per annum to perhaps £75,000-£100,000 within the next 12 months.'

'We do not look to the fair so much for on the spot orders but as part of a planned selling effort in Europe. In Germany our turnover has been – 1962 nil, 1963 – £3,000, 1964 – £10,000, 1965 – £21,000 and this year's fair should help to lift this to £35,000-£40,000. In our experience the one thing that matters most is perseverance.'

Perseverance in this market at this fair led to the placing of over £40,000 in on the spot orders. Of this amount close on £20,000 was accounted for by the Hardware Manufacturers' Association. Not all the orders taken were reported to the writer of this article. Some of our exhibitors had little time to add them up and preferred not to make inspired guesses. Others were too ca'canny to reveal them. On the other hand some firms neither took nor expected orders but they achieved the purpose of their participation by making the initial contacts with agents, distributors and the 'atmosphere' from which results will emerge in future.

To be completely objective, a few firms were disappointed but not necessarily discouraged. Lack of orders and an unsatisfactory volume of inquiries stemmed from a combination of circumstances which had to be accepted if they were to exhibit at all this year. Despite the fact that the cutlery and silverware exhibitors were in the wrong position, there was sufficient indication that they will make a considerable impact in future in the right one.

As mentioned earlier in this article, this latest incursion, albeit friendly, was a serious and very successful attack on our competitors many of whom visited our stands. The highlight of this success was provided by Unidare Engineering Ltd., who took an order for 7,500 dish-washing machines worth £250,000. This represents a year's export production by the firm whose first appearance it was at Cologne. It takes no account of other proforma orders which, if they become sales, will be worth about £150,000.

Whilst these figures are of course, exceptional, it is basically true to say that many other British products shown at this fair were export worthy and many that were not on show would find a ready market if only their manufacturers would take the first steps abroad. Orders placed on the Joint Venture stands ranged from £60 to £7,500 in two cases. There were two orders of £3,500, one of £3,000, one of £2,500 and several of £1,500. Typical comments from the recipients were –

'This exhibition is "a must" from now onwards'

'Definite progress as second year exhibitors'

'Excellent stand, position, organization. Many thanks.'

And this from an exhibitor who took no orders at all.

'We had a number of inquiries which look as if they will produce good business. The venture has been worthwhile.'

On March 4, Sir Frank Roberts, the Ambassador and Lady Roberts took time out of a very full programme coinciding with the Hardware Fair to visit a number of the Joint Venture and independent stands. Mr. D. N. Royce, Commercial Counsellor at the Embassy also paid his customary visit to the British exhibitors as did Herr Theodor Burauen, Lord Mayor of Cologne, accompanied by Dr. R. Krugmann a director of the fair company.

The autumn session of the fair takes place from September 9 to September 11 this year.

Sir Frank Roberts (second from left), British Ambassador at Bonn, with Lady Roberts on Harper's stand at the Cologne International Household Goods and Hardware Fair. Mr. Malcol Harper is on Sir Frank Roberts' right and Mr. A. Whittle, secretary of the Hardware Manufacturers' Association, is standing next to Lady Roberts.

New Scottish exhibitions company

THE SCOTTISH Council (Development and Industry) has established a new company to promote the sale of Scottish products at home and abroad. It will be known as Scottish Industries Exhibitions (Home and Overseas) Ltd., and takes over the £15,000 surplus from the four Scottish industries exhibitions run in Glasgow by the now defunct Scottish Industries Exhibition Company.

MILAN FAIR

THE WORLD'S BIGGEST TRADE FAIR

FOR BUSINESSMEN THESE FIGURES COUNT: 14,000 EXHIBITING FIRMS □ 3600 FOREIGN EXHIBITORS FROM 86 COUNTRIES □ 51 NATIONS OFFICIALLY REPRESENTED □ 50 MILES OF DISPLAY FRONT □ 4 MILLION VISITORS AND BUYERS FROM 122 COUNTRIES

Visit the Milan Fair 14-25 April

During the year 30 special trade shows supplement the Milan Fair

Plan now for your visit to the next Milan Trade Fair. Order the Advance Catalogue which comes out ten weeks ahead of the Fair. It lists more than 80% of the products on show and is indexed in Italian, English, French, German and Spanish.

Information from the Milan Fair Representative: Dr. Vittorio Schiazzano - 31, Old Burlington St. - LONDON W. 1 - ☎ REGent 2411

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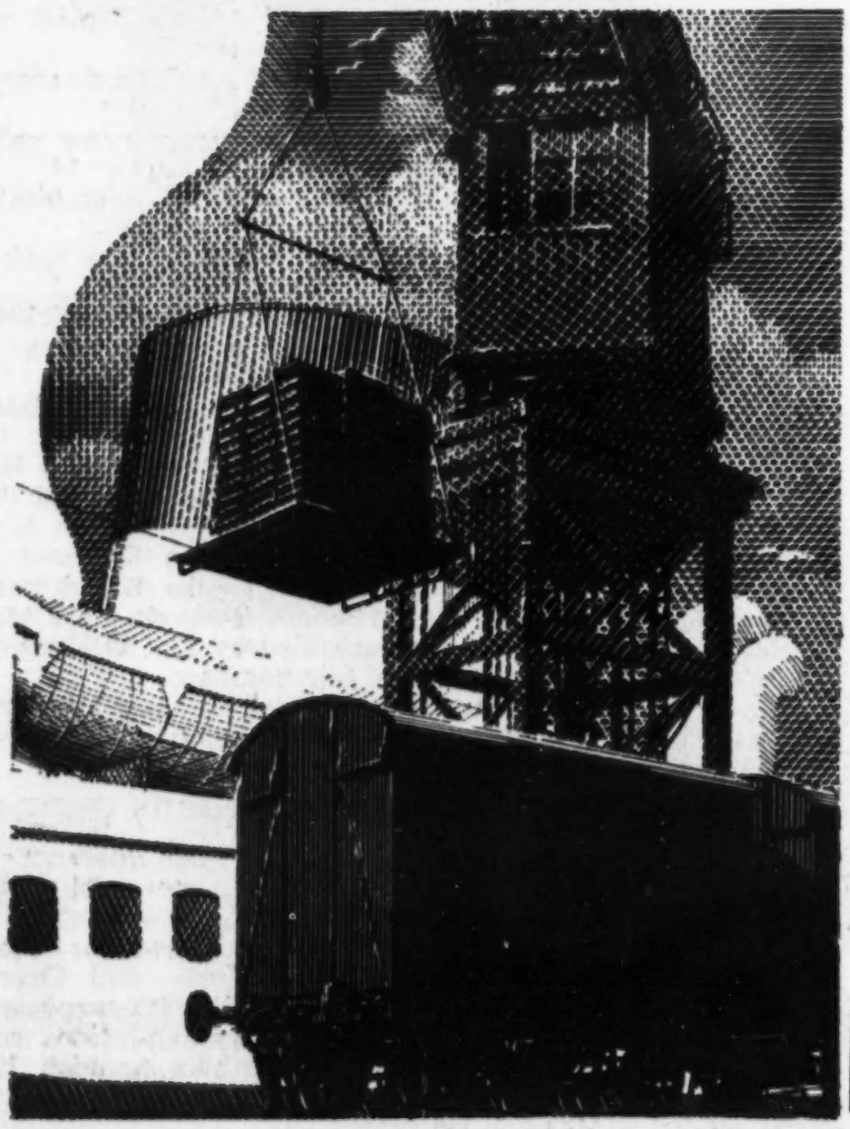

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Harwich–Hook of Holland

Belgium turns to Britain for garden equipment

A report by the Commercial Department, British Embassy, Brussels.

ALMOST EVERY VISITOR to the Brussels Garden Show said the same thing: 'When we want something for our garden, we first look to see what Britain has to offer. After all, gardening is an English invention.' This may or may not be true, but it is certainly what most Belgians with a garden believe. And the number of amateur gardeners in Belgium is growing rapidly as more and more people find they can afford to move out of cramped apartment houses and into their own little suburban villas, complete with garden. The Garden Show itself reflects this rise in the popularity of gardening: in 1963 when the exhibition began 28,000 visitors saw the products of a mere 60 exhibitors. This year 150 exhibitors displayed the products of over 300 firms for the benefit of nearly 90,000 visitors. The exhibitors came from 13 countries, but it was the British firms who took pride of place in the estimation of the Belgian public.

A ready made market exists for British exports therefore: the pity was that there were so few firms there to take advantage of it. Those whose products were on display found that as often as not the direct sales achieved at the exhibition itself more than covered the expense of participation: the valuable publicity was free, and the numerous inquiries leading to business later, and the repeat orders were all extra bonuses. But with only one exception, the British products on display were already available in the Belgian market. Although the Garden Show may be a useful occasion for increasing the sales of such products, it also offers an incomparable opportunity for launching a new product and this above all was the opportunity which British exporters missed. The one firm who did seek to enter the market for the first time, found at the end of the exhibition that, even when they had sifted out the less suitable candidates, they were still left with eight or nine firms anxious to handle the representation of their products in Belgium. Among these firms were several of the best-known in the country.

Four British firms negotiated in a joint stand organized by the Federation of British Horticultural Exporters, in collaboration with the Board of Trade. These exhibitors, who included the one firm referred to above who were new to the market, all reported excellent results achieved at the exhibition. One of them indeed discovered about half way through the Show that the orders they had taken had completely exhausted the stocks of their Belgian agent and they had hurriedly to send off to England for new supplies.

The organizers of the exhibition designated the first full working day of the exhibition as 'British Day' in honour of the British exhibitors. Sir Roderick Barclay, the British Ambassador, and a delegation of Officers of the British Chamber of Commerce for Belgium and Luxembourg toured the exhibition and visited the stands where British products were on display.

Anglo-Norse trade conference

THE OSLO Junior Chamber of Commerce in conjunction with the London Junior Chamber are organizing a one-day conference in Oslo on May 5, to discuss the problems facing businessmen exporting and importing between Norway and the United Kingdom.

The conference fee is N. Kr. 100/£5. Further information may be obtained from Mr. M. R. Douglas, Scannews (London) Ltd., Finland House, 56 Haymarket, London, S.W.1. (Tel. Trafalgar 3922/3).

23 British firms at Basle

THE International Fair for Mechanical Handling (IFM 66) was held in Basle from February 8-17, 1966. Almost two-thirds of the exhibits consisted of foreign equipment, shown in most cases on the stands of Swiss agents. The fair occupied eight large halls covering a total area of 35,000 square metres and the actual stands 16,200 square metres. It was visited by some 28,000 to 30,000 persons, with particularly large contingents from Switzerland, Germany and France, but also from other more distant countries. Of the 275 exhibitors, 96 were Swiss, 91 German, 23 British, 21 American, 16 French and 11 Italian.

The British equipment and appliances exhibited at the fair included many samples of United Kingdom manufactured fork-lift trucks and cranes. One huge mobile diesel crane which formed the largest single exhibit had been erected in front of the entrance to the main exhibition building and attracted considerable attention. Other British exhibits included hypoid axles and drive units (for dumpers and industrial trucks); steel racking and shelving; and a system of electronically-controlled unmanned electrical trucks for the conveyance of goods in warehouse and workshops.

Credit restrictions and construction controls have caused a slackening in some sectors of the Swiss market but with the acute labour shortage aggravated by governmental measures to reduce the number of foreign workers, Swiss industry has every incentive to introduce mechanical handling devices. A keen technical interest was taken in many of the British products on display and the fair was described by one of the leading British exhibitors as 'fantastically successful'.

A shop window in Melbourne

A report from the British Trade Commission in Victoria and Tasmania.

THE THIRD Melbourne International Trade Fair, 1966, organized by the Melbourne Chamber of Commerce, was opened by The Hon. J. S. Bloomfield, MLA, the Victorian Minister for Education on March 5, with the temperature in excess of 100° which continued for the following three days. The Fair closed on March 19.

In 1963 an official British Pavilion was organized by the Board of Trade which covered 60,000 sq. ft. of space in the then, new Western Annexe. In this year's exhibition the British Section was again situated in the Western Annexe where 26 British manufacturers exhibited their products. The British Pottery Manufacturers Federation and the British Hardware Manufacturers Association, representing the two industries concerned, shared a stand measuring some 2,000 sq. ft. of exhibition space which was provided by the Board of Trade, in association with the Central Office of Information under the Joint Venture scheme. Twelve British china and earthenware manufacturers and hardware manufacturers took advantage of the scheme and their agents in Australia undertook the task of decorating the stands and staffing them for the duration of the Fair.

In addition to the Pottery and Hardware stand there were eight British manufacturers exhibiting their products in an adjacent area. The goods on exhibition included refractories, crucibles, furnaces, resistors, etc., gardening and agricultural implements, Scotch whisky, instant lettering, electronic organs, craftsmen's tools, duplicators and motor vehicles. Great interest was shown in the British Motor Corporation's new 'Mini-moke' due to be released in Australia shortly.

This Fair was the third in the series of International Trade Fairs held in the Exhibition Building under the auspices of the Melbourne Chamber of Commerce, the first was held in 1959 and the second in 1963.

In addition to individual Australian manufacturers exhibiting, there were several official pavilions sponsored by overseas countries represented in Australia.

India featured a tea-room dispensing Indian tea. Italy, the largest overseas pavilion, featured a wide range of consumer goods. Others represented were Denmark, Belgium, South Africa, Czechoslovakia, Switzerland, Latvia, Austria, France, the Federal Republic of Germany and the Republic of China, the latter featuring a striking Pagoda in which a range of consumer goods were on display which could be bought on site. There were also stands erected by the State Governments of Victoria, Tasmania and Western Australia.

Belgrade International Technical Fair

THE BOARD OF TRADE will be installing an official British commercial information stand at the Belgrade Technical Fair (May 21-30, 1966). The British Mechanical Engineering Federation will have representatives on the stand to process inquiries for British engineering goods and to distribute literature relating to individual firms' products.

Any UK engineering firm wishing its catalogues, brochures and price lists etc. to be included should get in touch immediately with Commander Reay Parkinson, DSC, JP, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath (OBS 977) 315. Telex. 81153 (ARPENT BISHTOR).)

British Industrial Exhibition, Mexico

BIG OPPORTUNITIES await British exporters who take the plunge and enter the lucrative Mexican market. That was the lesson to emerge from a highly successful Seminar, organized last week by the British National Export Council's Committee for Exports to Latin America, to boost exports to Mexico.

Mr. J. Peter Ford, Director of Commercial Operations, Plessey Co. Ltd., pointed out that Latin America imported £3,000 million worth of goods a year, but Britain's share was only £150 million – a mere 5 per cent. Of this vast Latin American market Mexico was the strongest and most viable. Yet Britain's share of trade was 3½ per cent – around £18 million out of total imports of £530 million.

More than a hundred representatives from a wide cross-section of industry were told that the British Industrial Exhibition to be held in Mexico City from October 19-30 was extremely well-timed to increase this share, as the Mexican economy was now really beginning to surge ahead again.

Mr. W. P. N. Edwards, Managing Director of British Overseas Fairs, organizers of the Exhibition, said it would be a 'purely specialized hard-sell exhibition.' Among products to be shown would be machine tools, machinery, agricultural and chemical plant, diesels, road construction equipment and instruments. He announced four steps to bring in the right kind of visitors to the Exhibition.

A visit by a high-level delegation of British industrialists, led by Sir William McFadzean, chairman of the BNEC, to meet their opposite numbers in Mexico for two days before the Exhibition opens.

A series of special days to bring in businessmen from the industrial centres of Guadalajara, Valley of Mexico, Monterrey and Puebla.

A reunion of 40 CBI scholars who were trained in Britain and now holds posts in Mexican industry and the public works departments.

An intensive mailing campaign to attract buyers.

Mr. Edwards said that following a similar exhibition, held in Barcelona in 1964, exports to Spain increased by 25 per cent. 'I am sure we can do the same and even better in Mexico', he added.

FOURTH INTERNATIONAL

HEATING VENTILATING & AIR CONDITIONING

EXHIBITION

HEVAC

OLYMPIA LONDON 14-22 APRIL 1966

The 1966 International Heating, Ventilating and Air Conditioning Exhibition is unique — the only truly international specialist show of its kind in Europe.

Greater in scope and size, International HEVAC deals in depth with one of the fastest-growing industries — from small-scale domestic equipment to vast industrial plant. It features new materials, methods and processes.

Efficiency is the major theme — conservation of fuels in the industrial, commercial and domestic fields. More than a dozen countries are represented among the 300 exhibitors.

HEVAC BRINGS A WHOLE INDUSTRY INTO FOCUS

10 a.m. to 6 p.m. daily, except Tuesday 19th and Thursday 21st when 9 p.m. and last day 4 p.m. Not open on Sunday. Admission by invitation card obtainable only from exhibitors, or price 3s. 6d. at entrance. Foreign visitors free of charge.

An IEL Exhibition

INDUSTRIAL EXHIBITIONS LIMITED 9 ARGYLL STREET LONDON W1

wh

This man is a Hardware Buyer. In April he will be joined by 32,000 other Hardware Buyers from 62 countries who will see over 25,000 different products at the 1966 International Hardware Trades Fair.

The largest specialised fair dealing exclusively with the Hardware Trade, the H.T.F. attracts the cream of Hardware Buyers and Manufacturers from all over the world.

75 Foreign Exhibitors will be bringing new lines and developments in Hardware from Europe, from North America and from Australasia.

1,500 entirely new products will be on show for the first time. Among them will be your lead lines for 1966.

The best of British Hardware exhibited by all the leading manufacturers, the official Hardware Organisations representing Manufacturers, Wholesale Factors and Retailers, and buyers with a spending power exceeding £1,000 million a year, are gathered together under one roof at the Hardware Trades Fair.

If you're in Hardware— you must go to the H.T.F.

12th INTERNATIONAL

HARDWARE TRADES FAIR

HTF

OLYMPIA · LONDON · April 25th-29th 1966

UNIVERSAL EXHIBITIONS LTD., 9, CASTLE PLACE, HIGH WYCOMBE, BUCKS., ENGLAND
Telephone: High Wycombe 21391-2-3

Fifteen British exhibitors at Dutch cycle show

THE BIENNIAL Cycle and Motor Cycle Exhibition was held at the RAI in Amsterdam from February 24 to March 6 this year, featuring a separate British pavilion where 15 British firms, all members of the British Cycle and Motor Cycle Industries Association, exhibited their products to good advantage. In addition a representative selection of the British Industry displayed their wares prominently in the main hall.

H.E. Sir Peter Garran, the British Ambassador, was present at the opening ceremony, when the British pavilion was visited by the Netherlands Minister of Culture, and again on March 4 when Mr. Roy Mason, Minister of State, Board of Trade, spent the day visiting British stands and talking to the exhibitors. At an informal reception given by the Industries Association, Mr. Mason praised the high quality of British products, and encouraged exhibitors to continue making goods to these high standards.

Considerable interest was aroused by the display at the entrance to the British pavilion of the now famous motor cycle portrayed in the James Bond film 'Thunderball'. One exhibitor (Raleigh Industries Ltd.) introduced their new small-wheel collapsible cycle by raffling a special chromium-plated model with James Bond-like features such as winking indicators, built-in radio etc. and donating the proceeds to the 'Food for India' fund.

A notable feature of the exhibition was the number of continental competitors who included small-wheel collapsible cycles in their range. Amongst those on view were products of Dutch, Belgian, Italian and Czechoslavakian origin and although none of them appeared to have gone the whole hog on the idea, preferring a 20-inch wheel to the 16-inch British wheel, it was obvious that considerable effort was being devoted to their sales promotion. It has been estimated that there are now about 10,000 small-wheel cycles in Holland out of a total of six million bicycles.

On the motor cycle side it has to be conceded that British machines in the smaller class, i.e. up to and including 350 c.c. are not competitive in this market but the heavier 650 c.c. and 750 c.c. and specialized machines for trials and scrambling are popular. An outstanding order in this category, announced during the exhibition, was that placed by the Dutch Army (with Triumph) for 1,100 machines.

Another success story comes from the manufacturer of a three-wheeled fibre glass car (Reliant) who has brought the vehicle within the limits imposed by the Dutch authorities to classify it as a motor cycle, thus allowing holders of a motor cycle driving licence to drive this vehicle. Despite the fact that the final retail price is in excess of that of the four-wheeled locally-produced DAF car, it is understood that the British firm have taken orders for substantially more vehicles than they had originally planned.

Another British exhibitor (Godfrey (Hull) Ltd.) displaying high quality leather riding gear estimated that they had transacted business during the course of the exhibition equal in value to many months of ordinary sales.

A Caravan Show was held simultaneously with the Cycle and Motor Cycle Show, in a separate area of the main exhibition halls. Many British manufacturers were represented and indeed dominated the show, as they do the Dutch market.

'A very happy piece of business' was the comment of Sir Peter Garran, British Ambassador to the Netherlands, when he visited the British pavilion at the Amsterdam International Two Wheeler Show and saw the British motor cycle which has been ordered by the Dutch Army. It is a 350cc. vertical twin Triumph for which the army has ordered 1,100 valued at £250,000. In this picture left to right are Mr. Bakker Schutt, managing director Automative Division of Stokvis and Zonen of Rotterdam, the Triumph distributors for the Netherlands; Sir Peter Garran; and Mr. W. L. Robertson export manager Triumph.

Britain 'Guest Nation' in N.S. Wales show

THIS year, Britain has accepted the invitation to be 'Guest Nation' at the Orange National Field Days, which are taking place on November 15, 16 and 17, near the City of Orange, New South Wales. Orange is about 170 miles from Sydney.

The event has grown considerably in stature in recent years, and has come now to be regarded as the leading exhibition of interest to farmers and graziers in Australia. The 1966 show, as in previous years, will give farmers and graziers the opportunity to investigate and compare machines and implements being operated under conditions as near as possible to those on the farm. In 1965 there were nearly 200 exhibitors with visitors from all over Australia.

The Trade Commission Service of the British High Commission, Sydney Office, are mounting the 'Guest Nation' display, and are inviting British manufacturers of agricultural machinery to participate. A large site, the focal point of the show, has been allocated to Britain. Exhibits illustrative of modern British products of interest to farmers will be displayed. Those firms that are interested, and are prepared to launch a new or improved machine or implement on the Australian market, should contact, as soon as possible, Mr. M. J. Marshall, Counsellor (Commercial), at the following address: British High Commission, Sydney Office, 20 Bridge Street, Sydney, New South Wales, Australia.

Mr. W. A. Spearman (right) of E. W. Spearman Ltd. shows Mr. Peter Stephens, HM Consul-General at Milan (centre) a handbag which his firm exhibited at the Milan International Leather Goods exhibition last year. With them (left) is Mr. J. G. Ruffell, the president of the British Chamber of Commerce for Italy.

British Shopping Week in Florence

The Traders' Association in Florence has proposed the holding of a British Shopping Week in that city from October 8-16 this year. The Week would cover the whole of the central shopping area of the city and it is expected that between 300-500 shops will participate. The area includes branches of two chain stores and it is intended to bring into the scope of the Week five supermarkets on the outskirts of the city. The full range of British consumer goods will be on sale in the shops.

This 'Shopping Week' in Florence is a follow-up to the British Week which was held in Milan in October last year. At that time groups of retailers from other Italian cities were brought to Milan and the profound impression made on the Florentine retailers by the Milan event has led to this initiative taken by the Traders' Association.

For this reason the Board has decided to support the Shopping Week in Florence so far as is possible in the short time available and in the light of other similar commitments. A number of supporting events will be arranged which will probably include a visit by a British regimental band, the attendance of British policemen, a British bus and a British restaurant and pub. Some sporting events will probably be arranged iocally.

A survey of the shops in the area is being undertaken at the end of this month. This will provide information about the British firms whose products are already on sale in the shops and those new British products which the shopkeepers are interested in putting on sale. The Board will be passing on to British industry the results of the survey and it is hoped that the British firms concerned will give their full support to the Shopping Week by ensuring that the shops in Florence are well stocked with their goods both for the period of the Week and afterwards.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Imports from Hungary

General

1. By Notice to Importers No. 1145, dated March 19, the licensing arrangements for imports from Hungary are being continued on broadly the same basis as hitherto. There are a few changes in the ranges of goods concerned and the new quota period will run for the calendar year to December 31, 1966.

Goods on open general licence

2. All goods hitherto imported under the Open General Licence will continue to be so admissible, i.e., without the need for individual licences. They are listed in full in the Second Schedule of Notice to Importers No. 1100.

Goods on quota

3. Annex A to this Notice lists the goods on quota and, except for item No. 30 (fresh apples and pears), licences will be issued to the values or quantities shown only on the production of quota certificates issued by the Hungarian Authorities in London, i.e. on the same basis as has applied for many years (see also paragraph 6 below).

Goods on open individual licence

4. Many other goods may continue to be imported without restriction on quantity against open individual licences which will be issued on application (see paragraph 6 below). These goods are listed in Appendix B.

5. Holders of such open individual licences issued under the 1965 arrangements have already been informed of the extension of the period of validity of these licences until January 26, 1967; they are now automatically extended in scope to include any additional types of goods importable under the 1966 arrangements. Thus each licence is now valid for the goods shown against the appropriate prefix in Annex C and need not be returned to the Board for amendment.

Applications for licences

6. All applications for licences should be made on form ILB/A and be sent to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. Traders requiring new open individual licences should complete separate applications for each category of goods required quoting the O.I.L. prefix of the category (shown in the second column of Annex B). *Each application should be accompanied by a statement as worded in Annex C.* On page 3 of the application form, only the applicant's name, address, and reference (if any) and the country of consignment and origin (Hungary) should be entered. (It should be noted that all licences issued under the terms of this Notice will be valid only for goods consigned directly from Hungary.)

Other requirements as regards agricultural and food products

7. It should be noted that agricultural and food imports continue to be subject to the appropriate animal, public or plant health requirements (and qualitative restrictions in the case of grass and clover seed). Further information on these may be obtained from the Ministry of Agriculture, Fisheries and Food at the following addresses:

Animal Health requirements

Animal Health Division I,
Hook Rise South, Tolworth, Surrey.
(Telephone: DERwent 6611).

Public Health requirements

Animal Health Division II,
Hook Rise South, Tolworth, Surrey.
(Telephone: DERwent 6611).

Plant Health requirements

Horticulture Division I,
Great Westminster House,
Horseferry Road, London, S.W.1.
(Telephone: VICtoria 8511).

Qualitative restriction (for seeds)

Seeds Branch,
Great Westminster House,
Horseferry Road, London, S.W.1.
(Telephone: VICtoria 8511).

NOTES:

(a) Basic quota for the period April 1, 1966, to March 31, 1967, under the general arrangements for imports of this commodity.
(b) Basic quota for the period April 1, 1965, to March 31, 1966.
(c) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(d) The United Kingdom authorities will, within the framework of their import policy, consider individually applications to import against this quota goods not specified elsewhere in this Annex.
(e) Imports are subject to compliance with United Kingdom Public Health and/or Animal Health Regulations.
(f) Licences will be allocated by the Board of Trade.

ANNEX A

IMPORTS FROM HUNGARY DURING THE TWELVE MONTHS ENDING DECEMBER 31, 1966

LIST OF QUOTAS

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
1	Cotton piece goods	250
2	Worsted and woollen piece goods and made up articles of wool, excluding apparel	50
3	Piece goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery)	180
4	Piece goods and made-up goods of linen (excluding apparel): Linen tea towels and tea towelling. . . sq. yds.	200,000
	Other	95

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

(*Continued on page* 679)

LA GRANDE-BRETAGNE A LYON!

BRITISH WEEK IN LYONS

IS YOUR COMPANY GOING TO TAKE PART IN THE BRITISH WEEK AT LYONS (OCTOBER 21-30, 1966)?

This next point-of-sale promotion of British Consumer Goods in Europe will be the largest and most significant Anglo-French commercial venture since the war

As a first step, advise the Board of Trade of your present agency arrangements in France. Complete and despatch this pre-paid form **TODAY**

Please type or write in BLOCK CAPITALS

Name of French Agent .....

Address .....

.....

Name of British Company .....

Address .....

.....

Product(s) sold in France .....

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Board of Trade,
Export Services Branch,
Room E 57, Hillgate House,
35, Old Bailey,
LONDON E.C.4.

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Your firm's products . . .

Export Information

free
The Board of Trade's/services for exporters can help you whether you are a newcomer planning your first venture into export markets or have been exporting for many years. There are Commercial Officers in every British Embassy and most Consulates throughout the world as well as Trade Commissioners in all Commonwealth countries. They keep the Board of Trade informed and assist exporters. For advice on export markets for YOUR products, finding agents, reports on traders, tariff and import regulations, business visits, and all help on how to export . . .

Call EXPORT INTELLIGENCE
at the Board of Trade
HQ: London CITy 9633
Hillgate House,
35 Old Bailey,
London, E.C.4

or any Regional Office of the Board of Trade
or Ministry of Commerce, Northern Ireland

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
5	Stockings and socks	185
6	Knitwear, including knitted skirts, but excluding stockings and socks	350
7	Textile garments, not elsewhere specified, excluding garments of lace or lace trimmed, of which:	
	(a) of cotton (of which not more than £175,000 for shirts)	320
	(b) Other	400
8	Man-made staple fibre and continuous filament	225
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products, and hand painted canvas, but excluding those lace trimmed or containing lace	35
10	Miscellaneous textile manufactures not included elsewhere including blankets but excluding articles of lace or lace trimmed (of which not more than £10,000 for hat hoods and not more than £65,000 for cotton manufactures)	300
11	Gloves (of which not more than £200,000 for leather and fabric gloves)	270
12	Fur bodies (other than of lambskin and sheepskin)	20
13	Rubber footwear	55
14	Enamelled hollow-ware	25
15	Domestic pottery, including porcelain and china, the following:	80
	Peasant pottery	40
	Porcelain-ware	30
	Household earthenware	10
16	Toys and games	95
17	Sporting ammunition	25
18	Complete alarm clocks (other than electric) Units	220,000
19	Electronic valves and tubes and semi-conductors (of which not more than £10,000 for semi-conductors)	150
20	Transistorised radio and television receivers	50
21	Motor bicycles, motor scooters and mopeds (i.e. all forms of motorised bicycles whether or not equipped with pedals by which they are capable of being propelled) and spare parts therefor (excluding chains)	20
22	Matches	80
23	Bacon . . . . . Tons	2,380 (a)(e)
24	Canned ham	130 (e)
25	Sausages and canned or fully cooked meat not elsewhere specified:	355 (e)
	Sausages	100
	Poultry	55
	Pigmeat	150
	Other	50
26	Butter . . . . . Tons	1,720 (b)
27	Cheese	70
28	Apple, blackcurrant and pear juices and syrups (of which not more than £10,000 for apple juice and syrup)	25
29	Fresh fruit, the following: cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries (of which not more than 500 tons for blackcurrants, raspberries and strawberries taken together) . . . . . Tons	800 (c)
30	Fresh apples and pears . . . . . Tons	240 (c)(f)
31	Fresh vegetables, the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips . . . . . Tons	600 (c)
32	Onions and shallots (of which not more than 7,000 tons during the period August 1 to November 30) . . Tons	13,800
33	Dried fruit and vegetables, the following:	460
	Dried fruit, being any of the fruit specified in item 29, and pears and apples	60
	Dried vegetables, being onions, shallots, rhubarb or any of the vegetables specified in item 31	400
34	Quick frozen fruit, being any of the fruit specified in items 29 and 30 . . . . . Tons	550 (c)
35	Quick frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 31, except tomatoes . Tons	100 (c)
36	Canned or bottled fruit, being any fruit specified in items 29 and 30 (of which not more than £50,000 for plums, £12,000 for apples, £20,000 for raspberries and strawberries taken together and £10,000 for blackcurrants	115
37	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 31 except tomatoes	80
38	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 29 and 30 (of which not more than 50 tons each for raspberry, strawberry and apple and not more than 200 tons for blackcurrant . . . Tons	500
39	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	15
40	Vegetables provisionally preserved, containing cauliflower or onions	15
41	Jams and jellies of fruit specified in items 29 and 30 (of which not more than 500 tons for strawberry and raspberry taken together, 150 tons for blackcurrant and 600 tons for plum) Tons	1,500
42	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (d)
43	Chilled pigmeat and pigmeat offals	p.m. (e)
44	Poultry	p.m. (e)
45	Game	p.m. (e)

ANNEX B

OPEN INDIVIDUAL LICENCE SERIES FOR IMPORTS FROM HUNGARY 1966/67

Tariff Chapter (for reference only)	O.I.L. Prefix	Heading
24	HYA	Manufactured tobacco falling within Chapter 24 of the Customs Tariff, **other than cigars.**
28-29	HYB (A)	Chemicals and related products falling within Chapter 28 or 29 inclusive of the Customs Tariff, **other than plutonium, uranium, 233, uranium enriched in the isotopes 233 or 235 or any mixture, compound or alloy containing any of the foregoing.**
25.23, 27, 30-38	HYB (B)	Chemicals, pharmaceuticals and related products falling within Chapters 30-38 inclusive of the Customs Tariff **other than matches** but including Bengal matches; ground cement; mineral waxes.
39-40	HYC	Rubber and plastic materials and articles made therefrom falling within Chapters 39 or 40 of the Customs Tariff **other than gloves, headgear and parts thereof.**
42	HYD (A)	Articles of leather, travel goods and the like falling within Chapter 42 of the Customs Tariff **other than gloves, headgear and parts thereof.**
43	HYD (B)	Furskins and artificial fur, and manufactures thereof falling within Chapter 43 of the Customs Tariff **other than fur shells and fur bodies, gloves, headgear and parts thereof.**
44-45	HYE	Articles of wood or cork falling within Chapters 44 or 45 of the Customs Tariff.
46	HYF	Basketware and other manufactures of plaiting materials falling within Chapter 46 of the Customs Tariff.
47-49	HYG	Paper-making material, paper and paperboard and articles thereof, paper manufactures, including books, periodicals and all other products falling within Chapters 47-48 or 49 of the Customs Tariff.
57 & 58	HYH	Carpets, rugs, mats and matting falling within headings 58.01 and 58.02 of the Customs Tariff; nets and netting of uniform square or diamond shaped mesh knotted at each corner; true hemp yarns and twines.
64	HYI	Footwear, falling within Chapter 64 of the Customs Tariff, **other than the following:** **(i) Wellington boots of all kinds;** **(ii) Footwear wholly of rubber;** **(iii) Footwear with uppers mainly of rubber;** **(iv) Footwear with soles mainly of rubber but excluding** footwear with uppers mainly of leather or plastic or imitation suede (textile impregnated or coated with plastic).
66	HYJ	Umbrellas, walking sticks and other articles falling within Chapter 66 of the Customs Tariff.
67	HYK	Artificial flowers and other articles falling within headings 67.02 to 67.05 inclusive of the Customs Tariff.
68	HYL	Articles of stone, plaster, cement, asbestos mica, or of similar materials falling within Chapter 68 of the Customs Tariff.
69	HYM	Ceramic products falling within Chapter 69 of the Customs Tariff **other than those specified in headings 69.11, 69.12 or 69.13 and other than toys.**
70-71	HYN	Glass, glassware, jewellery and other products falling within Chapters 70 or 71 of the Customs Tariff **other than flat glass 3 mm. nominal in thickness and less.**
73-83	HYO	Articles of base metal falling within Chapters 73 to 83 inclusive of the Customs Tariff **other than:** **(i) Enamelled hollow-ware;** **(ii) Knives with cutting blades serrated or not (including pruning knives) containing iron or steel,** but excluding machines knives or surgeons' knives; **(iii) Knife blades;** **(iv) Spoons, forks, fish eaters or butter knives;** **(v) Handles for articles falling within Tariff Headings 82.09 or 82.14;** (vi) **Sharpening steels;** (vii) **Scissors;** (viii) **Shears;** (ix) **Long-handled razors,** but excluding razor blades.
84-85	HYP	Machinery and mechanical and electrical appliances and parts thereof falling within Chapters 84 or 85 of the Customs Tariff **other than:** **(i) Typewriters and parts thereof;** **(ii) Semi-conductor devices and transistorized radio and television receivers;** **(iii) Electronic valves and tubes.**
86-87	HYQ (A)	Road and rail vehicles and parts and accessories thereof falling within Chapters 86 or 87 of the Customs Tariff **except such goods** other than chain **in headings 87.08, 87.09, 87.10 or 87.12.**
88	HYQ (B)	Aircraft and parts thereof and other goods falling within Chapter 88 of the Customs Tariff **other than aircraft of an all-up weight of over 4,500 lb.**
89	HYQ (C)	Boats of under 120 feet in length, falling within Chapter 89 of the Customs Tariff; boat equipment.
90	HYR	Photographic, scientific and other instruments falling within Chapter 90 of the Customs Tariff.
91	HYS	Watches and clocks, falling within Chapter 91 of the Customs Tariff, the following: (i) Watches, of a value exceeding 30s. each c.i.f. (not including the value of any strap, bracelet or similar attachment) and watch-movements of a value exceeding 25s. each; (ii) Stop-watches not capable of indicating the time of day; (iii) Watch and clock glasses, including those of synthetic material; (iv) Watch and clock cases or parts thereof, which do not, at the time of importation, encase a watch movement; (v) Time switches falling within Tariff Heading 91.06 of the Customs Tariff. (vi) Electric clocks.
92	HYT	Musical instruments, sound recorders and reproducers and parts and accessories of such articles, falling within Chapter 92 of the Customs Tariff.
93	HYU	Guns, falling within Chapter 93 of the Customs Tariff, the following: (i) Smooth bore guns having a barrel not less than 24 inches in length measured from the muzzle to the point at which the charge is exploded on firing; (ii) Air guns, air rifles and air pistols.
94	HYV	Furniture of all kinds and parts thereof, falling within Chapter 94 of the Customs Tariff.

(Continued on next page)

IMPORTS FROM HUNGARY, *continued*

Tariff Chapter (for reference only)	O.I.L. Prefix	Heading
95, 96 & 98	HYW	Miscellaneous manufactured items falling within Chapters 95, 96 or 98 of the Customs Tariff.
97.01-03, 97.06-08	HYX	Plastic toys; sports goods falling within Tariff Heading 97.06 of the Customs Tariff; fishing tackle falling within Tariff Heading 97.07; swings falling within Tariff Heading 97.08.
99	HYY	Works of art and collectors' pieces falling within Chapter 99 of the Customs Tariff.
01.01	HY (Z)A	Live horses, asses, mules and hinnies, falling within heading 01.01 of the Customs Tariff.
02.01	HY(Z)B	Horsemeat.
ex 02.01, 02.04 (A) & (D)	HY(Z)C	Rabbit; mutton and lamb; chilled or frozen beef and veal and venison and their offals.
07.01	HY(Z)D	(i) Vegetables, fresh, other than asparagus; beans, green; beetroot; broccoli and cauliflowers; brussels sprouts; carrots; celery; cucumbers other than gherkins; herbs; lettuce and endive; mushrooms; onions (dry bulb) and shallots; peas, green; potatoes; radishes; tomatoes; spinach; turnips.
07.03		(ii) Vegetables, provisionally preserved other than those containing any cauliflower or onions.
20.01		(iii) Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) other than those containing any beetroot, cauliflower or onions.
07.02, 07.04, 07.06, 20.02		(iv) Vegetables, frozen, dried or otherwise preserved (including canned or bottled); other than asparagus; beans, green; beetroot; broccoli and cauliflowers; brussels sprouts; carrots; celery; cucumbers (other than gherkins); herbs; lettuce and endive; mushrooms; onions (dry bulb) and shallots; peas, green; potatoes; radishes; rhubarb; spinach; turnips. (For potato pancake powder and potato flakes, see HY (Z) H.)
		(v) Tomato preparations (including juice, paste, pulp and puree).
		(vi) Vine leaves.
08 and 20	HY(Z)E	Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned and bottled; other than apples; bananas; cherries; currants; gooseberries grapefruit; loganberries; pears; plums; raspberries; nuts.
10.07 and 12	HY(Z)F	Seeds, the following: tree and bush seeds, canary seeds. (For clover seeds see note (3) below.)
16.01, 16.02	HY(Z)G	Beef and veal, mutton and lamb, in airtight containers; fully cooked prepared lunches and ready-made dishes, frozen or in airtight containers; salami; prepared rabbit meat.
10.05 (B), 10.07, 11.05, 13,03, 17.04 (B), 18.06 (C), 19.01, 19.03, 19.08, 21.03, 21.04, 21.05, 22.01, 22.02, 22.10	HY(Z)H	Spaghetti; macaroni; vermicelli; noodles; flour confectionery (including biscuits and cakes); bread; chocolate and sugar confectionery (including halva), chocolate crumb; potato flakes; potato pancake powder; soups; mustard; vinegar; buckwheat; corn on the cob; pectin; mineral waters; malt extract; roast chicory; sauces.
20.05	HY(Z)I	Jams, and jellies other than those derived from apples; cherries; currants; gooseberries; loganberries; pears; plums; raspberries; strawberries. honey.
20.07	HY(Z)J	Vegetable juices, fruit juices, syrups and fruit must other than those derived from apples; blackcurrants; pears; oranges; grapefruits.
22, 23.05	HY(Z)K	Wines; wine lees and argol; liqueurs; beer; spirits and cider, perry.
ex 03	HY(Z)L	Seafish, salted, in brine, dried or smoked; freshwater fish; fresh and frozen sturgeon.
ex 16.04		Fish, prepared or preserved, including caviar and caviar substitutes, other than canned salmon.
ex 16.05		Crustaceans and molluscs, prepared or preserved, other than canned crab.

NOTES

(1) Eggs and certain egg products

The long-standing arrangements for the import of eggs and certain egg products from the whole of the Eastern Area by Open Individual Licences are not affected by these arrangements.

(2) Potatoes

Imports of main crop potatoes from any source are only allowed in years of shortage; imports of potatoes from Hungary are at present prohibited on plant health grounds.

(3) Clover seed

Imports of clover seed are subject to qualitative controls (see paragraph 7 of the Notice), and specific licences are required in accordance with paragraph 5 of Notice to Importers No. 1075.

ANNEX C

UNDERTAKING BY IMPORTER

If an open individual licence is issued in respect of my/our.... application(s) reference..... dated..... relating to imports from Hungary under the provisions of Notice to Importers No. 1145, I/We undertake to supply to the Board of Trade such information about imports under the licence as may be requested from time to time.

Name and address of applicant : Signature .....

..... Status .....
(Proprietor, partner, company director, company secretary)

..... Date.....

At the Leipzig Spring Fair, Mr. V. Vales, Czechoslovakian Minister of Chemistry (centre) and other delegate members of his ministry visited the exhibit of High Polymer and Petro-Chemical Engineering Ltd., a company of the Vickers Group. Here the party is examining a laboratory-model spinning machine for synthetic fibres.

United Kingdom and Czechoslovakia

THE *Board of Trade Journal* last week (page 620) carried an announcement about the signing of arrangements for Anglo-Czechoslovak trade. Quota lists for the period April 1, 1966, to March 31, 1967, have now been signed. Details of the new quotas are set out below:

CZECHOSLOVAK GOODS FOR IMPORT INTO THE UNITED KINGDOM DURING THE PERIOD APRIL 1, 1966 – MARCH 31, 1967

Item No.	Description	Value £'000 or Quantity
1	Matches (except Bengal matches)	600,000 Short standards
2	Benzene, toluene and xylenes	450
3	Aircraft of an all up weight over 4,500 lbs.	100
4	Typewriters and parts	60
5	Watches of a value not exceeding 30s. each, and watch movements of a value not exceeding 25s. each (other than stop watches); watch parts (other than watch glasses and cases); clocks and parts thereof (other than electric clocks, clock glasses including those of synthetic material or clock cases or parts thereof which do not at the time of importation encase a clock movement)	30
6	Pedal bicycles	p.m.
7	Parts, components and accessories for pedal bicycles (excluding chains)	30
8	Motor bicycles, motor scooters and mopeds, i.e., all forms of motorized bicycles, whether or not equipped with pedals by which they are capable of being propelled, and spare parts thereof (excluding chains)	75
9	Accessories and components for motor bicycles, motor scooters and mopeds (excluding chains)	p.m.
10	Cutlery and parts	25
11	Enamelled hollow-ware	10
12	Chinaware and earthenware including ornamental china	140
13	Glass Christmas tree ornaments	50
14	Toys (other than plastic toys) and games (excluding playing cards) including parts, of which not more than £100,000 for wooden toys	135
	Textiles, including yarns, and textile articles; man-made fibres; headgear andparts thereof; and gloves:	
15	Textile piece-goods, the following:	
	(a) Grey cloth of cotton, man-made fibres, and mixtures thereof (excluding sailcloth or canvas of cotton not under 12 ounces per square yard)	60
	(b) Piece-goods of cotton and man-fibres and mixtures thereof (excluding sailcloth or canvas of cotton not under 12 ounces per square yard) of which not more than £180,000 for cotton	260
	(c) Woven fabrics of flax under 12 ounces per square yard, excluding linen tea towelling	56

Item No.	Description	Value £'000 or Quantity
	(d) Woollen and worsted piece-goods, plushes, astrakhans and imitation fur	60
	(e) Furnishing fabrics of which not more than £30,000 for cotton and £20,000 for linen	90
	(f) Furnishing tapestries	30
	(g) Book-binding cloth	2
	(h) Linen tea towels and tea towelling	290,000 sq. yds.
16	Household goods (blankets, tablecloths, sheets, towels, etc.) and handkerchiefs, of which not more than £70,000 for cotton, £90,000 for linen goods (excluding linen tea towels) and £10,000 for embroidered handkerchiefs	230
17	Felts of all kinds	20
18	Sailcloth or canvas of flax or cotton not under 12 ounces a square yard, and tarpaulins made thereof	5
19	Stockings and socks	50
20	Braids and ribbons, woven labels, sparteries, laces of all kinds, of which not more than £12,500 for lace, lace net and embroidery	140
21	Outerwear and underwear, the following:	
	(a) Knitted underwear and overwear of all kinds of materials excluding lace or lace net	95
	(b) Apparel including underwear other than apparel covered by (a) and excluding garments containing lace or lace net, of which not more than £135,000 for shirts	200
22	Hats, caps, berets and hoods (excluding silk or lace trimmed) of which not more than £66,000 for hats and hoods of wool or fur felt	80
23	Wool and wool blended yarns	10
24	Gloves of which not more than £50,000 for leather gloves	80
25	Rubber footwear	60
26	Carpet slippers, with rubber soles and textile uppers	20
27	Fur bodies and shells	15
28	Flat glass of 3 mm. (nominal) thickness and less	45
29	Semi-conductor devices and transistorized radio and television receivers	50
30	Electronic valves and tubes	50
31	Refined sugar	p.m.
32	(a) Canned and bottled fruits grown in Czechoslovakia of the following kinds: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries, strawberries (of which not more than £2,000 for apples)	200
	(b) (i) Canned and bottled vegetables of the following kinds: Asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, onions, (dry bulb) and shallots, peas (green), radishes, rhubarb, spinach, turnips	50
	(ii) Provisionally preserved vegetables containing cauliflower or onions; and	30
	(iii) Vegetables preserved by vinegar or acetic acid (including pickles and chutneys) containing beetroot, cauliflower or onions	70
	(c) Natural fruit juices derived from apples, blackcurrants and pears; and jams and jellies containing fruits of the kind specified in quota 32 (a)	10
	(d) Glace fruits	p.m.
33	(a) Canned pigmeat products, fully cooked, of which not more than £170,000 for canned ham	450
	(b) Poultry and game, fully cooked	p.m.
	(c) Prague smoked meat products, not canned (e.g., Debreciner roast, Pork rollade, Prague sausages and frankfurters, Debreciner sausages, Prague ham and Prague ham on the bone) subject to the Importation of Carcasses and Animal Products Order, 1954.	50
34	(a) Cheese	5
	(b) Processed milk	p.m.
35	Fresh fruits and vegetables of which not more than 125 tons of apples and pears and not more than 25 tons for apples imported between July 1 and December 31, and not more than £40,000 for onions imported between August 1 and November 30	60
36	(a) Dried fruits being: apples, pears, cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries	5
	(b) Dried vegetables, the following: asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than dried in bulk) lettuce and endives, mushrooms, green peas, radishes, spinach and turnips, rhubarb, onions and shallots	25
37	Sporting ammunition	60
38	Tanned hides and skins	p.m.
39	White spirit	50
40	Nylon cord	15

p.m. = pro memoria

UNITED KINGDOM GOODS FOR IMPORT INTO CZECHOSLOVAKIA DURING THE PERIOD APRIL 1, 1966—MARCH 31, 1967

Item No.	Description	Value £'000
A	Goods other than consumer goods including but not restricted to: Machinery and plant of all kinds (including printers' paper—converting and book-binding machinery). Mechanical handling equipment. Contractors' plant. Machine tools. Engineers' cutting and forming tools, hand tools portable power tools, paint spray equipment. Surgical, medical and dental equipment. Laboratory instruments, measuring and testing instruments. Computers. Electrical, electronic and communication equipment including valves. Ball and roller bearings. Carbon, carbon brushes, electrodes and resistors. Cine, photographic and optical equipment and materials. Industrial trucks and trailers. Railway equipment. Internal combustion engines. Aircraft. Parts, components and accessories for any of the foregoing. Chains, belt links and brake linings. Rubber and plastic products. Latex. Leather and leather belting. Asbestos products. China clay. Refractory ware and crucibles. Non-ferrous metals. Iron and steel and non-ferrous semi-manufactured and finished products. Plastics. Dyestuffs, paints, colours, pigments, printing inks and raw materials therefor.	

(*Continued on next page*)

UNITED KINGDOM AND CZECHOSLOVAKIA, *continued*

Item No.	Description	Value £'000
	Chemicals (including phenol and light magnesium oxide).	
	Abrasives.	
	Insulating materials.	
	Veneers.	
	Paper.	
	Self-adhesive tapes.	
	Transparent cellulose film.	
	Man-made fibres.	
	Yarns and threads.	
	Exposed cinematographic films.	
	Wool and other animal hair and tops.	
	Rags.	
	Bone, glue and gelatine.	
	Fish and vegetable oils.	
	Field seeds.	
	Pedigree livestock.	
B1	Complete motor cars, commercial vehicles, spare parts and components, of which not more than £150,000 for commercial vehicles, spare parts and components	550
2	Motorcycles, scooters and mopeds and accompanying spare parts	35
3	Toys	30
4	Footwear	30
5	Textiles:	
	(a) Cloth of wool and wool mixtures	250
	(b) Other piece-goods	60
	(c) Woven clothing hosiery and knitwear	180
	(d) Other textile manufactures excluding clothing	50
	(e) Lace and lace net	5
6	Smokers' requisites	10
7	Toilet preparations, aromatic materials and essential oils	10
C	Other consumer goods including but not limited to: Pressure cookers, domestic electrical appliances, polishes, creams and dressings for footwear, furniture and floors, sports goods, linoleum, plastic floor covering, other plastic products, leather cloth, musical instruments and parts, books, periodicals, products of the gramophone industry, stationery and office requisites (including pen nibs, iridium balls for fountain pens and micro-tubes for stencilling pens), fish, potable spirits and other foodstuffs (including quick frozen fruits and vegetables, coffee extract and essences, cocoa powder, essences, sauces, chocolates and sweets, dairy products, nisin and pectin), cutlery, safety razors and razor blades, domestic hollow-ware, kitchen hardware.	670

GOODS THE IMPORT OF WHICH FROM CZECHOSLOVAKIA REMAIN SUBJECT TO SPECIFIC LICENCE

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, venison, mutton and lamb and chilled or frozen beef and veal and their offals).
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4 (except headings 04.05 and 04.06 and butter oil, butter fat and anhydrous butter).
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, and any items wholly of beef or veal).
Chapter 17 (except heading 17.04 and sugar of a polarization not exceeding 98°, invert sugar, molasses, syrups and other forms of liquid sugar).
Chapter 65.
Heading 01.02.
Heading 08.13.
Heading 20.04.
Heading 27.09.
Heading 27.10.
Heading 27.11.
Heading 27.13 (except mineral waxes).
Heading 69.11.
Heading 69.12.
Heading 69.13.
Vegetables fresh.
Vegetables frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, canned or bottled, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulk onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato flakes and potato pancake powder).
Tomatoes, fresh.
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
Vegetables provisionally preserved containing onion or cauliflower.
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions.
Fruit, fresh.
Fruit, frozen, dried, provisionally preserved (including pulp), canned or bottled, being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries.
Fruit juices, syrups and must derived from apples, blackcurrant and pears.
Grapefruit juice and orange juice.
Grass seed.
Dry bulbs, rhizomes, corms and tubers.
Osiers and willows.
Matches (excluding Bengal matches).
Cigars.
Benzene (including benzole) toluene and xylenes.
Hides and skins, tanned.
Gloves.
Fur shells and fur bodies.
Textiles, including yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa).
Rubber footwear.
Flat glass of 3 mm. (nominal) thickness and less.
Enamelled hollow-ware.
Cutlery being knives (other than machine knives and surgeons' knives), sharpening steels, spoons and forks, scissors and shears, and long handled razors.
Typewriters and parts.
Transistorized radio and television receivers.
Electronic valves and tubes, and semi-conductors, and parts thereof.
Motor bicycles, motor scooters, mopeds, and pedal bicycles; parts, components and accessories therefor (excluding chains).
Aircraft of an all up weight over 4,500 lbs.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches).
Watch parts (other than watch glasses and cases).
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement).
Sporting ammunition.
Toys and games (other than plastic toys and playing cards).
Glass Christmas tree ornaments.
Goods as defined in the First Schedule of the United Kingdom Open General Import Licence: radioactive substances, feathers of birds and articles wholly or partly of feathers, arms and ammunition.

Finland and Czechoslovakia

A PROTOCOL to the long-term trade agreement between Finland and Czechoslovakia was signed in Helsinki on December 13, 1965. The protocol covers trade between the two countries during 1966.

Finnish imports from Czechoslovakia will include hops, sugar, chemicals, glass products, textiles, machinery, tractors, cars, cameras, musical instruments and sports goods.

Czechoslovakian imports will include dairy products, chemicals, copper and brass articles, paper and board products, wood, textiles and machinery.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Ref: CRE 2705/G) (Tel. Abbey 7877, Ext. 2305).

Pakistan and Czechoslovakia

THE GOVERNMENTS of Pakistan and Czechoslovakia have announced an agreement for the exchange of commodities between the two countries. Attached to the agreement are two schedules listing these commodities. They include jute, ores and minerals and cotton textiles from Pakistan and tractors, chemicals, tools and workshop equipment from Czechoslovakia.

Any further information may be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Yugoslavia and Czechoslovakia

THE YUGOSLAV press reports that a long-term trade agreement between Yugoslavia and Czechoslovakia over the five years between 1966 and 1970 was initialled in Belgrade on March 3, 1966.

Trade between the two countries has increased steadily over the last three years, Yugoslav exports to Czechoslovakia increasing from the sterling equivalent of £8.3 million in 1963 to £16.0 million in 1964 and £25.5 million in 1965. Imports from Czechoslovakia into Yugoslavia totalled £15.5 million in 1963, increased sharply to £27.6 million in 1964 and slightly declined to £25.4 million in 1965. Thus last year the trade between the two countries was in balance, whereas in the previous two years it was heavily in favour of Czechoslovakia. It is reported that trade over the next five years should increase threefold over trade between 1961-65. It is envisaged that in 1970 trade will be 65 per cent higher than in 1965, through the annual increase in trade of about 11 per cent.

Yugoslav exports to Czechoslovakia will include machinery and equipment, ferrous metals and products thereof, meat and meat products, canned fish, tobacco, wines and consumer goods.

Czech exports to Yugoslavia will include machinery and equipment, raw materials for ceramics, sugar and consumer goods.

The text of the long-term agreement has not yet been published, consequently no other details are available at present.

Yugoslavia and Guinea

IT IS REPORTED that a further agreement on trade and economic co-operation between Yugoslavia and Guinea was signed in Belgrade on March 3, 1966.

In 1965 trade between the two countries recovered after the decline in exchanges in 1964. Yugoslav exports to Guinea in 1963 were valued at the sterling equivalent of £0·64 million; they dropped to £0·14 million in 1964 and rose to £0·50 million in 1965. Imports into Yugoslavia from Guinea totalled £0·48 million in 1963, dropped somewhat to £0·36 million in 1964 and rose to £0·86 million in 1965.

Yugoslav exports to Guinea consist mainly of industrial products, pharmaceuticals, textiles and some agricultural produce.

Guinean exports to Yugoslavia include tropical fruit, particularly bananas, of which Guinea is the main supplier to the Yugoslav market.

Yugoslav participation in certain capital projects in Guinea is also envisaged.

Tunisia and Yugoslavia

THE TUNISIAN *Journal Officiel* of February 18-22, 1966, published details of trade between Tunisia and Yugoslavia for 1966 in accordance with the provisions of the trade agreement of November 24, 1964.

Tunisian exports to Yugoslavia will include citrus fruit, olive oils, phosphates, petroleum products, hides, alfa, scrap iron, footwear and cement. Yugoslavian exports to Tunisia in return include pyrites, chemicals, timber, textiles, steel products, agricultural machinery, motor vehicles and electrical apparatus.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

Yugoslavia and Rumania

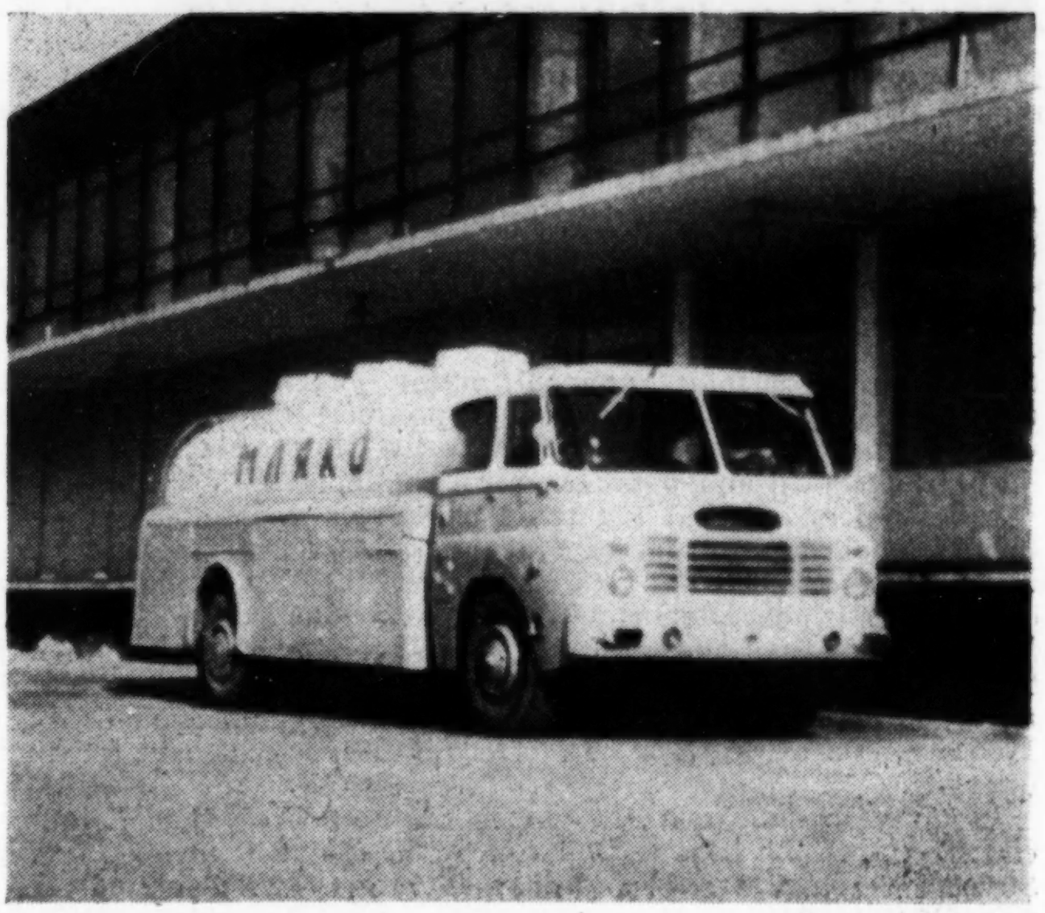
IT IS REPORTED that a long-term agreement between Yugoslavia and Rumania over the five years between 1966 and 1970 was initialled in Belgrade on February 26, 1966.

It is envisaged that over the five years total trade exchanges between the two countries will amount to some 200 million US dollars. This would represent an increase of some 18 to 20 per cent over the level of trade in 1965. According to trade figures which are now available Yugoslav exports to Rumania totalled some 13 million US dollars in 1965 while Yugoslav imports from Rumania were valued at 16 million US dollars.

Yugoslav exports to Rumania will include refractory bricks, iron and steel products, machinery and electrical equipment.

Rumanian exports to Yugoslavia will include petroleum derivatives, chemicals and petrochemical products, machines and industrial equipment, and iron and steel manufactures.

The text of the long-term agreement has not yet been published, consequently no other details are available at present.



The Bulgarian Government have awarded a further contract for automatic bottling plant to UDEC, Park Royal, London, following the successful installation last year of two 12,000 litre/hr. milk bottling lines at Serdica Dairy, Sofia. The contract, worth over £100,000, was secured despite strong competition from Continental manufacturers. The photograph shows the arrival of a milk tanker at Serdica Dairy (from a documentary film produced by the Bulgarian Government on milk production).

Bulgaria and Rumania

IT WAS ANNOUNCED in the *Bulgarian News* on February 1, 1966, that a trade and payments agreement for 1966 between Bulgaria and Rumania has been signed in Sofia.

It is envisaged that the mutual consignments of goods will exceed by 17 per cent the exchanges of 1965.

Bulgaria will export to Rumania electric fork-lift trucks, electric hoists, synchronous electric motors, bearings, machinery and equipment, non-ferrous metals, chemical and pharmaceutical products, barites, kaolin and fluorite.

Rumanian exports to Bulgaria will include seed cleaning machines, motor vehicles, bearings, equipment for the oil industry, rolled and ferrous metals, petrol products, chemicals and drugs.

Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 9995G.

India and Rumania

ACCORDING TO A RECENT Indian press report, a trade agreement between India and Rumania was signed at the end of February. This agreement provides for a total trade in 1966 of Rs 17·5 acres (£13 million). Commodities to be exchanged between the two countries include oil prospecting and drilling equipment, machine tools, industrial raw materials and chemicals from Rumania and iron ore, cotton textiles, jute bags and sacks and engineering and manufactured goods from India.

Any further information may be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Rumania and Poland

IT HAS BEEN REPORTED in the Rumanian press that a protocol determining the trade exchanges between Rumania and Poland during 1966 was signed in Bucharest on February 12.

Under the terms of the protocol Rumania is to export to Poland, among other things, metal working machine tools, diesel electric locomotives of 2,100 h.p., tank wagons, drilling equipment, petroleum, metallurgical and chemical-pharmaceutical products, food and agricultural products and manufactured consumer goods. In exchange, Poland is to export metal working machine tools, Vola motors and associated equipment, marine engines and equipment, electro-technical products including products for use with high voltages, road building equipment, Warsaw motor cars, coke, metallurgical, chemical and pharmaceutical products.

It is understood that the trade exchanges contemplated under this protocol show an increase of 14 per cent over those covered by the protocol for 1965 and an increase of 10 per cent over the estimate for trade exchanges for the year 1966 which is included in the long term trade agreement between Rumania and Poland. Special increases are envisaged for exchanges for machinery, equipment and consumer goods. Quotas for machinery and equipment for 1966 are reported to show an increase of 30 per cent over the 1965 quotas.

Inquiries relating to this notice should be addressed to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2267) quoting reference CRE 15899G.

Cuba and Poland

IT WAS REPORTED in the Polish press on February 19, 1966, that a protocol covering trade and payments between Cuba and Poland for 1966 has been signed in Warsaw.

It is envisaged that the exchange of trade between the two countries will be nearly doubled in 1966.

Cuban exports to Poland will include manganese, chrome, copper and nickel concentrates, citrus fruit, preserved fruit, cigarettes and consumer goods. In return Poland will export to Cuba machinery and complete installations, agricultural and constructional machinery, electrical equipment, laboratory apparatus, measuring instruments, bicycles, spare parts for motor vehicles and radios, coke, dyes, pharmaceutical products, lard and other products.

Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3465), quoting reference CRE 2562G.

West Germany and Switzerland

FOLLOWING meetings of the German-Swiss Mixed Government Commission, a tenth Supplementary Protocol to the Swiss-West German trade agreement of December 2, 1954, was signed in Bonn on January 14, 1966. The Protocol covers the period January 1, 1966, to December 31, 1966, and sets out new quota lists for non-liberalized goods.

Quotas for German imports from Switzerland include fresh vegetables, vegetable seeds, fruits and wine for industrial use. Swiss quotas for imports from Germany include seeds, vegetables, fruit, edible oil, meat and horses.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Rayant Pictures Ltd., London, have recently obtained a large export contract from Ford Motor Company Affiliates in Europe for training films and sales aids in nine European languages. The firm says that it has been rare for an industrial film producer to enter the export market on a significant scale, but the need for this type of work is growing, and it now forms an important part of Rayant's business. This is the second contract that Rayant Pictures have obtained from Ford. The photograph shows Mr. A. W. Bass, director of the European Ford Marketing Institute in Brussels, signing the contract, with Mr. H. P. Read, Jun., retail training manager, standing on his left. On Mr. Bass's right is Mr. R. F. P. Hopkins, managing director of Rayant Pictures Ltd.

Double taxation agreement with New Zealand

THE BOARD OF INLAND REVENUE announced on March 18 that agreement had been reached in principle between officials on the terms of a new double taxation agreement between the United Kingdom and New Zealand. The text of a new Agreement will be published shortly after it has been signed. The following is a brief account of the more important results which will follow if an Agreement comes into force in the terms now proposed:

The new Agreement will, in general, take effect in each country from the dates in 1965 (or 1964 in the case of United Kingdom surtax) on which the old one ceased to have effect. Apart from some variations, the new Agreement substantially reproduces the provisions of the old one so that pensions will continue to be taxable only in the country in which the pensioners are resident.

The more important variations are: The tax on dividends in the country of source will be limited to 15 per cent for both direct and portfolio investment apart from dividends payable by United Kingdom companies before April 6, 1966, which will be treated on the same lines as under the old Agreement.

The tax on royalties in the country of source will be limited to 10 per cent.

The United Kingdom will no longer give relief for underlying tax for portfolio dividends but will give relief for underlying tax if the recipient of the dividends is a company which holds not less than 10 per cent of the voting power in the paying company.

The Agreement will contain a non-discrimination article which will, however, permit New Zealand to continue to charge a 5 per cent additional tax on profits earned in New Zealand by branches of United Kingdom companies.

Any refunds of tax resulting from the retrospective operation of the new Agreement will be available after it comes into force.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

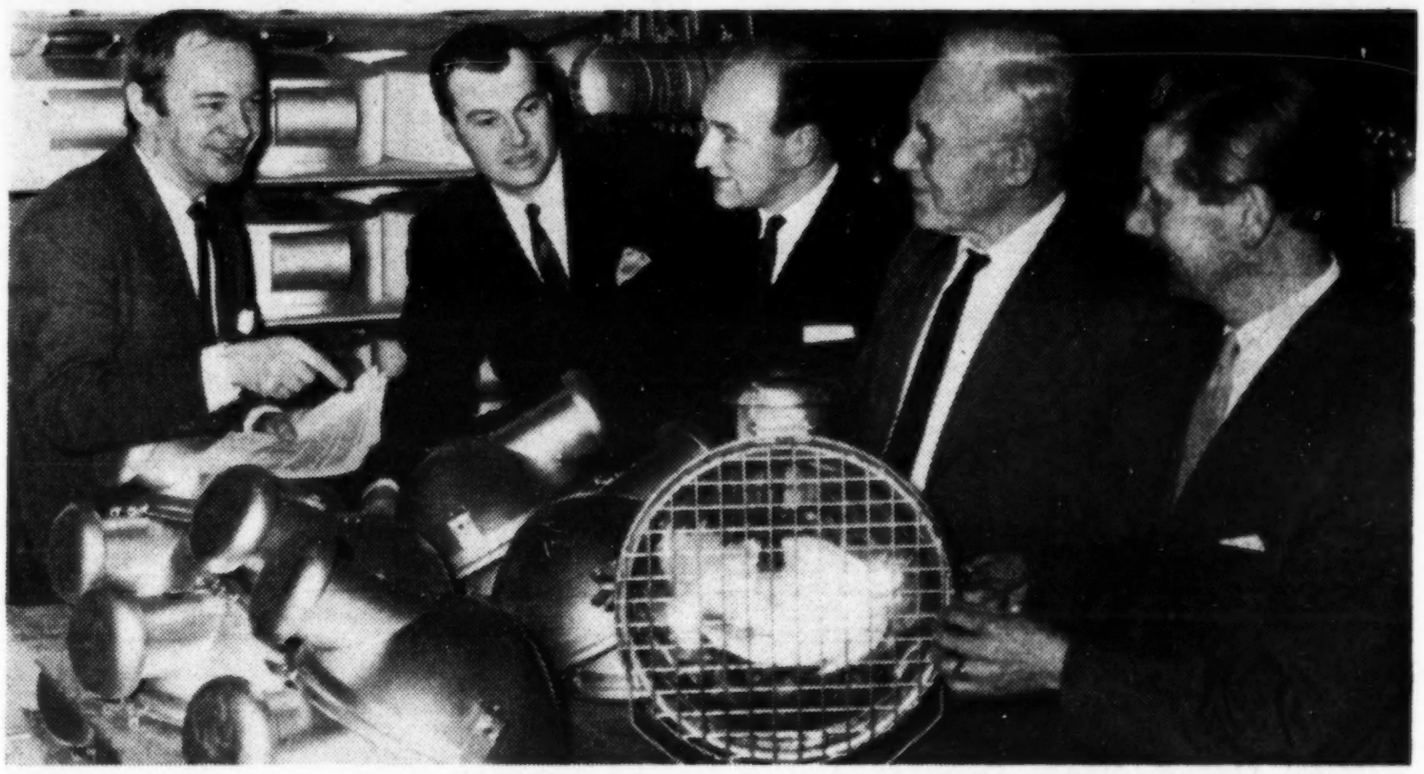
The number in brackets indicates the Bulletin in which published.

ARGENTINA

(55/66) Gas Treatment Plant for Gas del Estado. April 11. E.S.B. 11235/66.
(55/66) Aqueduct Construction for Obras Sanitarias de la Nacion. May 3. E.S.B. 11236/66.
(56/66) Construction of a Bus Terminal for Secretariat of State for Public Works. (Further Information.) Closing date postponed to May 2. E.S.B. 44450/65.
(52/66) Data Processing Equipment for Universidad Nacional de Cordoba. April 29. E.S.B. 10445/66.

AUSTRALIA

(55/66) Distribution Transformers for Cairns Regional Electricity Board. April 20. E.S.B. 11056/66.*
(53/66) Sand Mixer for Chrysler Australia Ltd. April 15. E.S.B. 9835/66.*
(54/66) Transformers for Electricity Trust of South Australia. April 19. E.S.B. 11057/66.
(56/66) Transmission System Test Equipment for Postmaster-General's Department, Melbourne. April 14. E.S.B. 11281/66.*
(56/66) Boiler; Structural Steelwork for Southern Electric Authority of Queensland. (Further Information.) Closing date postponed to May 13. E.S.B. 2640/66.
(55/66) Aluminium Conductor for State Electricity Commission of Queensland. April 6. E.S.B. 11055/66.*
State Electricity Commission of Victoria:
(55/66) Telephone Exchange. April 18. E.S.B. 11076/66.*
(55/66) Circuit Breakers. May 2. E.S.B. 11077/66.
(55/66) Transformers and Busbars. June 20. E.S.B. 11079/66.*
(53/66) Power Hand Saws. May 3. E.S.B. 10467/66.*
(53/66) Drilling Accessories. May 3. E.S.B. 10468/66.*
(53/66) Laboratory Equipment and Accessories. May 3. E.S.B. 10469/66.*
(53/66) Hand Tools. April 16. E.S.B. 10473/66.*
(53/66) Workshop Equipment. April 16. E.S.B. 10474/66*
(53/66) Belting Materials and Accessories. April 16. E.S.B. 10465/66.*
(53/66) Belting. April 16. E.S.B. 10470/66.*
(53/66) Workshop Equipment. April 16. E.S.B. 10471/66.*
(53/66) Ball Bearings. April 16. E.S.B. 10472/66.*
(54/66) Spare Parts for Jute Baling Press. Closing date not known. E.S.B. 10505/66.*
(54/66) Emery Grinding Wheels. April 16. E.S.B. 10464/66.*
(54/66) Files. April 16. E.S.B. 10509/66.*
(55/66) Contractors Vehicles; Outboard Motor. May 20. E.S.B. 11211/66.
(56/66) Brass Tubes. April 10. E.S.B. 11256/66.*
(56/66) Metals. May 11. E.S.B. 11280/66.*



The sales team responsible for a joint export effort in Scandinavia. (From left to right) Mr. Barry Sampson, sales director, Tilley Lamp Company; Mr. I. Arrenius, chief buyer of a Swedish LP gas company; Mr. Brian Wilson, Tilley's sales manager; and Mr. E. E. Barnes, representing Tilley's Swedish agents; discussing the Tilley Lamp Company's Floodlight Model BT25. Mr. N. A. Whitaker, managing director of the Tilley Lamp Company, is on the extreme right. This Belfast firm recently obtained an order for 2,300 of these models from the Swedish Civil Defence Organization.

BURMA

(53/66) Decorticators for Agricultural and Rural Development Corporation, April 11. E.S.B. 10506/66.*
(56/66) Metal Manufactures for Burma Pharmaceutical Industry. Closing date not known. E.S.B. 11240/66.*
(56/66) Belting for Industrial Development Corporation. April 8. E.S.B. 11241/66.*
Myanma Export Import Corporation:
(53/66) Welding and Soldering Equipment. April 16. E.S.B. 10463/66.*
(56/66) Belting; Ball Bearings. April 18. E.S.B. 11213/66.*
(56/66) Hand Tools. May 16. E.S.B. 11214/66.*
(56/66) Measuring Tapes. April 20. E.S.B. 11227/66.*
(56/66) Rolling Stock Parts. May 11. E.S.B. 11263/66.*
(56/66) Hose Pipe. (Further Information.) Tender documents now available. E.S.B. 9383/66.*
(56/66) Tiles. April 19. E.S.B. 11215/66.*
(56/66) Pipe Fittings. April 18. E.S.B. 11231/66.*
(56/66) Roofing Compound. April 18. E.S.B. 11229/66.*
(56/66) Heater Spares. April 10. E.S.B. 11255/66.*

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DENMARK

(56/66) Stationery for Peoples Oil Industry. April 18. E.S.B. 11232/66.*

Public Works Corporation:

(56/66) Hardware. April 18. E.S.B. 11228/66.*

(56/66) Paint Brushes. April 19. E.S.B. 11216/66.*

Trade Corporation:

(54/66) Miscellaneous Equipment. April 11. E.S.B. 10507/66.*

(54/66) Wire Rope. April 12. E.S.B. 10511/66.*

(56/66) Electrical Equipment. April 19. E.S.B. 11212/66.*

CANADA

(54/66) Miscellaneous Projects for BC Hydro and Power Authority. April 12. E.S.B. 10532/66.

(56/66) Vacuum Cleaning System for Manitoba Hydro. April 19. E.S.B. 11247/66.*

CEYLON

(54/66) GI Sheets for Ceylon Transport Board. April 20. E.S.B. 11046/66.

Ministry of Finance:

(54/66) Bedcovers. May 31. E.S.B. 11026/66.

(55/66) Household Linen. May 10. E.S.B. 11091/66.

(53/66) Instrument Sterilizers for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 8784/66.*

(55/66) Vehicles for River Valleys Development Board. (Further Information.) Closing date postponed to April 15. E.S.B. 6736/66.*

(54/66) Electrical Equipment for State Engineering Corporation of Ceylon. April 28. E.S.B. 11017/66.

CHILE

(53/66) Radio Communication Equipment for Linea Aerea Nacional (Lan-Chile.) May 5. E.S.B. 10520/66.*

CYPRUS

Ministry of Health:

(52/66) Chemicals. April 9. E.S.B. 10415/66.*

(52/66) Chemicals and Pharmaceuticals. April 9. E.S.B. 10416/66.*

(U.A.R.) EGYPT

(54/66) Taps, Dies and Drills for Egyptian Railways. May 17. E.S.B. 11025/66.

(56/66) Radio Valves for Telecommunications Organisation. April 30. E.S.B. 11239/66.*

FORMOSA

Central Trust of China:

(55/66) Fire Fighting Vehicles. April 18. E.S.B. 11086/66.*

(55/66) Peruvian Balsam. April 16. E.S.B. 11082/66.*

(55/66) Chemical Refining Equipment. April 21. E.S.B. 11081/66.*

(55/66) Steel Plate, April 9. E.S.B. 11084/66.*

(55/66) Lathe. April 19. E.S.B. 11083/66.*

(55/66) Steel Bars. April 11. E.S.B. 11085/66.*

(55/66) Cellulose Wrapping and Tape. April 16. E.S.B. 11087/66.*

(55/66) Metal Folding Machine. April 8. E.S.B. 11089/66.*

(55/66) Aldrin. April 16. E.S.B. 11080/66.*

(56/66) Adhesive Paste; Batteries. April 7. E.S.B. 11264/66.*

(56/66) Locomotive. April 11. E.S.B. 11266/66.*

FRANCE

(55/66) Bus for Headquarters Allied Forces Central Europe. April 16. E.S.B. 11090/66.*

GREECE

Institute of Social Insurance:

(52/66) X-ray Diagnostic Machines. April 13. E.S.B. 10418/66.*

(54/66) Diathermy and Metabolism Apparatus. April 19. E.S.B. 11020/66.*

(54/66) Injection Needles. April 15. E.S.B. 11021/66.*

(54/66) Serum Antitetanus. April 15. E.S.B. 11022/66.*

(55/66) Theodolite for Ministry of National Defence. April 7. E.S.B. 11023/66.*

(52/66) Radio Equipment for Ministry of Trade. (Further Information.) April 6. E.S.B. 41860/65.*

(53/66) Insulators for Public Power Corporation. April 20. E.S.B. 10419/66.*

INDIA

Atomic Energy Establishment:

(54/66) Ion Exchange Water Conditioner. April 7. E.S.B. 10538/66.

(55/66) Drying Oven. April 7. E.S.B. 10537/66.

(55/66) Trailers. April 6. E.S.B. 10535/66.

Mr. D. A. R. Smith, export director for the Storry Smithson Group of Companies, which includes Hangers Paints Limited and the Inertol Company Limited, leaving London Airport recently on his way to Greece on the first leg of an eight-week, 20,000-mile, 13-country trip to see agents, distributors and customers in the Eastern Mediterrenean, Far East and East Africa.

(55/66) Welding Sets. April 6. E.S.B. 10536/66

(55/66) Mixer. April 12. E.S.B. 10539/66.

(56/66) Bridge Construction for Baroda Circle. (Further Information.) Closing date postponed to April 8. E.S.B. 46630/65.

(54/66) Copper Plate for Directorate General of Supplies and Disposals. April 21. E.S.B. 10582/66.

(56/66) Ultrasonic Flaw Detector for Hindustan Cables Ltd. April 18. E.S.B. 11257/66.

(54/66) Steel for Ministry of Railways. April 15. E.S.B. 10583/66.*

IRAN

(54/66) Railway Equipment for Iranian State Railways. (Further Information.) This tender has been re-issued. Closing date June 8. E.S.B. 37460/65.*

Iranian Tobacco Monopoly:

(55/66) Electric Pumps. May 30. E.S.B. 11032/66.*

(54/66) Milling Machine. May 28. E.S.B. 11033/66.*

Ministry of Posts, Telegraphs and Telephones:

(52/66) Cable. Closing date postponed to April 25. E.S.B. 780/66.

(54/66) Balances and Weighing Machine. April 9. E.S.B. 10177/66.

(54/66) Teletype Tape. April 19. E.S.B. 10504/66.*

(56/66) Wooden Poles, etc. for Ministry of Water and Power. May 3. E.S.B. 10542/66.*

IRAQ

(54/66) Metals for Administration of Distribution of Oil Products. April 23. E.S.B. 10481/66.*

(52/66) X-ray Films and Developing Materials for Central Foreign Purchasing Board. April 10. E.S.B. 10174/66.

(53/66) Tarpaulins for Directorate General of Railways. April 25. E.S.B. 10479/66.

General Drugs Establishment:

(51/66) Streptomycin Sulphate. April 16. E.S.B. 10172/66.*

(54/66) Dextrose. April 16. E.S.B. 10480/66.*

Iraqi Ports Administration:

(52/66) Calcium Carbide and Acetone. April 7. E.S.B. 10175/66.

(54/66) Wire. April 21. E.S.B. 10478/66.

Ministry of Defence:

(51/66) Electrical and Water Fittings. (Further Information.) Tender documents now available. E.S.B. 9590/66.*

(52/66) Radio Set Components. April 26. E.S.B. 10200/66.

(52/66) Radio Components. April 19. E.S.B. 10190/66.

(52/66) Chemicals. April 19. E.S.B. 10176/66.

(52/66) Radio Spare Parts. April 19. E.S.B. 10402/66.

(52/66) Electronic Tubes. April 19. E.S.B. 10404/66.

(52/66) Wires and Cables. April 26. E.S.B. 10193/66.

(52/66) Radio Set Spares. April 26. E.S.B. 10199/66.

(52/66) Charging Set Spares. April 26. E.S.B. 10194/66.*

(52/66) Charging Set Spares. April 26. E.S.B. 10195/66.

(52/66) Electrical Spare Parts. April 30. E.S.B. 10198/66.

(52/66) Switchboard Parts. April 19. E.S.B. 10191/66.

(52/66) Switchboard Parts. April 23. E.S.B. 10192/66.

(52/66) Power Units Parts. April 30. E.S.B. 10196/66.*

(52/66) Electric Plant Parts. April 30. E.S.B. 10197/66.

(52/66) Radio Spare Parts. April 23. E.S.B. 10298/66.

(52/66) Radio Spare Parts. April 23. E.S.B. 10300/66.

(53/66) Radio Spares. April 26. E.S.B. 10299/66.*

(53/66) Radio Spares. April 19. E.S.B. 10403/66.*

(53/66) Radio Spares. April 19. E.S.B. 10401/66.*

(53/66) Line-Casting Machine and Surface Plate. April 30. E.S.B. 10189/66.*

(54/66) Testing Equipment. (Further Information.) This tender has been re-issued for demolition test sets only. Closing date now April 23. E.S.B. 26419/65.*

(54/66) Gloves. May 3. E.S.B. 10477/66.

(54/66) Cooling Equipment. April 30. E.S.B. 10476/66.

(54/66) Water Project. April 16. E.S.B. 10475/66.

(54/66) Tent Repairing Materials. April 30. E.S.B. 10188/66.

(54/66) Building Construction. April 30. E.S.B. 10417/66.

(55/66) Vehicle Spare Parts. (Further Information.) May 3. E.S.B. 45569/65.*

Ministry of Finance:

(53/66) Line Casting Machine. May 14. E.S.B. 10483/66.

(53/66) Drugs. April 30. E.S.B. 10484/66.

(53/66) Plastic Tumblers. April 31. E.S.B. 10485/66.

(54/66) Wireless Sets. (Further Information.) Tender documents now available. E.S.B. 8570/66.*

(53/66) Casing Pipes for Ministry of Municipal and Rural Affairs. April 26. E.S.B. 10482/66.

(52/66) Electrical Equipment for Oil Planning and Construction Administration. April 12. E.S.B. 10173/66.

JORDAN

(55/66) Gas Cylinders for Jordan Petroleum Refinery Co. Ltd. April 30. E.S.B. 11009/66.*

(54/66) Teleprinters for Ministry of Communications. April 6. E.S.B. 11008/66.*

KENYA

East African Posts and Telecommunications Administration:

(55/66) Telephone Instruments. (Advance Information.) Closing date not known. E.S.B. 11052/66.

(55/66) Telecommunications Equipment. (Advance Information.) E.S.B. 10851/66.

East African Railways and Harbours:

(55/66) Petrol Tank Wagons. Apply for documents by May 12. E.S.B. 11224/66.

(55/66) Railway Wagons. Apply for tender documents by May 12. E.S.B. 11223/66.

(55/66) Railway Wagons. Apply for tender documents by May 12. E.S.B. 11222/66.

(55/66) Railway Wagons. Apply for tender documents by May 12. E.S.B. 11060/66.

KOREA

(53/66) Radio Communications Equipment for Office of Supply. April 11. E.S.B. 10436/66.*

KUWAIT

(52/66) Surgical Dressings for Ministry of Public Health. April 6. E.S.B. 10426/66.

AIR-INDIA

A BOEING A DAY TO THE U.S.A.

LIBYA

(53/66) Public Works Department: Construction Work. May 2. E.S.B. 10443/66.
(54/66) Water Supply Systems. April 25. E.S.B. 10441/66.

MALAYSIA

Public Works Department:
(55/66) Mechanical Equipment. April 12. E.S.B. 11061/66.*
(55/66) Structural Steelwork. April 12. E.S.B. 11053/66.*

MALTA

(55/66) Milk Bottling Plant for Directorate of Contracts. April 20. E.S.B. 11031/66.*
The Treasury:
(51/66) Milk Substitute. April 6. E.S.B. 10170/66.*
(51/66) Injections. April 6. E.S.B. 10169/66.*

MEXICO

(55/66) Road Construction for Secretaria de Obras Publicas. (Further Information.) Closing date is now April 15. Project to be financed by IBRD. E.S.B. 11282/65.

MOROCCO

(54/66) Drain Cleaning Equipment for Prefecture de Casablanca. April 12. E.S.B. 10428/66.*

MOZAMBIQUE

(56/66) Refuse Lorries; Parking Meters for Lourenco Marques Municipality. April 6. E.S.B. 11262/66.
(56/66) Permanent Way Equipment for Ports, Railways and Transport Department. May 30. E.S.B. 11259/66.
(56/66) Metal Structure for Public Works Department. April 20. E.S.B. 11261/66.

NETHERLANDS

(56/66) Civil Engineering for Director General of Waterways. April 13. E.S.B. 11507/66.

NEW GUINEA

(55/66) Electrical and Mechanical Equipment for Department of Works. April 26. E.S.B. 11245/66.

NEW ZEALAND

General Post Office:
(53/66) Pencils. April 14. E.S.B. 10427/66.*
(55/66) Thermometers. April 14. E.S.B. 11049/66.*
(55/66) Rubber Dates. April 15. E.S.B. 11047/66.*
(55/66) Paper for Government Printing Office. April 13. E.S.B. 11048/66.*

PAKISTAN

(55/66) Ball Bearings for Water and Power Development Authority, Lahore. April 14. E.S.B. 11092/66.

SINGAPORE

(53/66) Telecommunications Equipment for Director of Telecommunications. April 25. E.S.B. 10422/66.*
(55/66) Sluice Valves for Public Utilities Board. April 19. E.S.B. 11202/66.*
Singapore Traction Company (1964) Ltd.:
(51/66) Buses. April 16. E.S.B. 10405/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(53/66) Electric Balances and Scales. April 12. E.S.B. 10431/66.*
(53/66) Clothes. April 15. E.S.B. 10432/66.*
(53/66) Clothing and Footwear. April 15. E.S.B. 10433/66.*
(53/66) Barometers; Anatomical Charts. April 12. E.S.B. 10434/66.*
(53/66) Agricultural Machinery. April 15. E.S.B. 10435/66.*
Municipality of Worcester:
(54/66) Valves, Pipes and Fittings. April 25. E.S.B. 10553/66.
(54/66) Construction of Reservoir. April 25. E.S.B. 10551/66.
(54/66) Road and Bridge Construction. April 25. E.S.B. 10552/66.
(53/66) Fork Lift Trucks for South African Railways. (Further Information.) Closing date extended to April 11. E.S.B. 2949/66.
State Tender Board:
(55/66) Relay Sets. April 13. E.S.B. 11064/66.*
(55/66) Transmitters/Receivers. April 12. E.S.B. 11068/66.*
(55/66) Contractors' Plant. April 15. E.S.B. 11042/66.*
(55/66) Transformer/Rectifier. April 28. E.S.B. 11012/66.*
(55/66) Charging Sets. April 19. E.S.B. 11014/66.*
(55/66) Roller Conveyors. April 28. E.S.B. 11015/66.*
(55/66) Garage Equipment. April 7. E.S.B. 11071/66.*
(55/66) Miscellaneous Equipment. April 7. E.S.B. 11011/66.*
(55/66) Bearings. April 7. E.S.B. 11035/66.*
(55/66) Workshop Equipment. April 12. E.S.B. 11036/66*
(55/66) Welding Sets. April 14. E.S.B. 11039/66.*

A Sunbeam Tiger, one of a large consignment of Rootes Group Sunbeams, being loaded on board the SS 'Silversea' which left Cardiff recently with a shipment of cars from the British motor industry for the United States. The Rootes Group shipment consisted of Sunbeam Alpine and Tiger sports cars and Sunbeam Minx de luxe sedans bound for Houston, Jacksonville and New Orleans.

(55/66) Winch. April 15. E.S.B. 11041/66.*
(55/66) Milling and Shaping Machines. April 13. E.S.B. 11044/66.*
(55/66) Pump. April 7. E.S.B. 11034/66.*
(55/66) Workshop Equipment. April 13. E.S.B. 11037/66.*
(55/66) Emery Grinders. April 14. E.S.B. 11040/66.*
(55/66) Oscillating Equipment. April 7. E.S.B. 11043/66.*
(55/66) High Speed Dissolvers. May 6. E.S.B. 11045/66.*
Transvaal Provincial Tender Board:
(55/66) Radiological Equipment. April 15. E.S.B. 11065/66.*
(55/66) Diathermy Machines. April 15. E.S.B. 11038/66.*
(55/66) X-ray Equipment. April 15. E.S.B. 11067/66.*

SUDAN

Department of Land Use and Rural Water Development:
(52/66 Pumps and Equipment. April 19. E.S.B. 10412/66.*
(52/66) Steel Casing. April 26. E.S.B. 10413/66.*
(55/66) Steel Pipe. April 19. E.S.B. 11208/66.*
(56/66) Steel Casing. April 30. E.S.B. 11209/66.*
Sudan Railways:
(54/66) Lathe. April 20. E.S.B. 10528/66.*
(54/66) Milling Machine. April 18. E.S.B. 10529/66.*

SYRIAN ARAB REPUBLIC

(54/66) Development Project for Aleppo Municipal Co-operative Society. Closing date not known. E.S.B. 10550/66.
(54/66) Insulators for Posts and Telecommunications Establishment. April 9. E.S.B. 10546/66.*
(54/66) Insulators for Syrian General Electricity Authority. April 7. Tender documents (in French) available. E.S.B. 10545/66.*

THAILAND

Provincial Electricity Authority:
(53/66) Oil Purifying Plant and Tools. April 7. E.S.B. 10455/66.
(54/66) Electrical Measuring Instruments. April 28. E.S.B. 10456/66.*
(54/66) Trucks and Accessories. May 3. E.S.B. 10514/66.*
(54/66) Pumping Stations and Geological Equipment for Royal Irrigation Department. April 19. E.S.B. 10524/66.
(53/66) Concrete Mixer for State Railway of Thailand. April 18. E.S.B. 10449/66.

TURKEY

(56/66) Aluminium Sulphate for Istanbul Sulari Idaresi. April 18. E.S.B. 11204/66.*
Orman Genel Mudurlugu:
(52/66) Vehicle Spare Parts. April 12. E.S.B. 10409/66.*
(52/66) Compressor Spare Parts. April 8. E.S.B. 10410/66.*
(55/66) Saw Mill and Parquet Machinery. April 29. E.S.B. 11203/66.*
(55/66) Insulators for State Railways Administration. April 20. E.S.B. 11070/66.*
(52/66) Zinc for Turkish Maritime Bank. April 8. E.S.B. 10411/66.*

URUGUAY

(56/66) Surgical Materials for Ministerio de Salud Publica. April 12. E.S.B. 11279/66.
State Oil Refinery:
(56/66) Special Joints; Asbestos Tapes. April 21. E.S.B. 11272/66.
(56/66) Metal Gangway. April 14. E.S.B. 11271/66.
(56/66) Pumping Equipment; Electrical Distribution System for State Waterworks. June 7. E.S.B. 11276/66.

VIETNAM

Central Purchasing Authority:
(54/66) Electronic Equipment. April 6. E.S.B. 10549/66.
(54/66) Radio Equipment. April 6. E.S.B. 10530/66.*

ZAMBIA

Central Supply and Tender Board:
(52/66) Polythene Tubes. April 15. E.S.B. 10179/66.*
(52/66) Metal Shields. April 15. E.S.B. 10183/66.*
(52/66) Piano. April 15. E.S.B. 10180/66.*
(52/66) Punched-Tape Paper. April 15. E.S.B. 10181/66.*
(52/66) Dental Requisites. April 15. E.S.B. 10182/66.*
(52/66) Steel Poles. April 15. E.S.B. 10184/66.*
(52/66) Rubber Gloves. April 15. E.S.B. 10185/66.*
(52/66) Medical Equipment. April 15. E.S.B. 10186/66.*

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 508 of the Board of Trade Journal, *March 4, 1966.*

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Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(51/66) Agency inquiry for capacitors; switchgear; transformers. E.S.B. 10055/66.
(52/66) Agency inquiry for chocolates and sweets. E.S.B. 10330/66.
(51/66) Inquiry for plastic materials. E.S.B. 10033/66.
(52/66) Inquiry for brass ferrules. E.S.B. 10256/66.
(52/66) Inquiry for upholstery fabrics. E.S.B. 10327/66.
(54/66) Inquiry for drills; garage equipment; material handling equipment; metal working machinery; packaging equipment; tuning equipment. E.S.B. 10680/66.
(55/66) Inquiry for giftware. E.S.B. 10895/66.
(55/66) Inquiry for oil-fired heaters and furnaces; pumps; radiation systems; heating accessories. E.S.B. 10001/66.
(55/66) References to the Special Advisory Authority. C.R.E. 7968/65.

Austria
(53/66) Inquiry for antistatic boots; surgical, hospital and laboratory supplies. E.S.B. 44186/65.

Bahrain
(52/66) Inquiry for disinfectants; foodstuffs; polishes. E.S.B. 10235/66.

Belgium
(52/66) Agency inquiry for floor polishers; vacuum cleaners. E.S.B. 9990/66.

Bolivia
(52/66) Inquiry for cosmetics. E.S.B. 10025/66.

British Honduras
(52/66) Agency inquiry for biscuits; jams and jellies. E.S.B. 10260/66.
(52/66) Agency inquiry for dairy produce; soap. E.S.B. 10250/66.
(52/66) Agency inquiry for polythene containers. E.S.B. 10265/66.
(51/66) Inquiry for steel sheets. E.S.B. 10333/66.
(52/66) Inquiry for amplifier equipment; shoes. E.S.B. 10284/66.

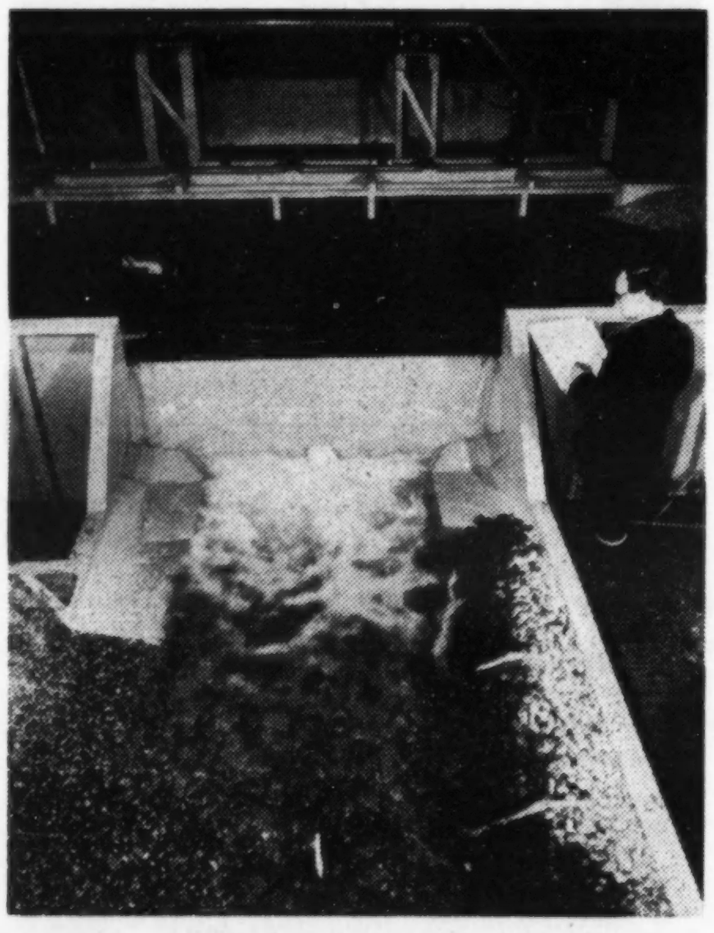
Canada
(53/66) Agency inquiry for artificial flowers; florists' sundries. E.S.B. 10709/66.
(55/66) Agency inquiry for cheese. E.S.B. 10995/66.
(52/66) Food show. E.S.B. 9984/66.
(55/66) Inquiry for biscuits; soaps. E.S.B. 7321/66.
(55/66) Inquiry for copper tubing. E.S.B. 10934/66.
(55/66) Inquiry for moulds for plastics; plastic products. E.S.B. 10848/66.
(56/66) Inquiry for hoists; hydraulic components; steel angles; valves. E.S.B. 10060/66.
(56/66) Inquiry for wire rope. E.S.B. 10973/66.

Denmark
(55/66) Inquiry for stick-on-soles and solution. E.S.B. 10871/66.

Finland
(52/66) Agency inquiry for boat fittings. E.S.B. 10242/66.
(52/66) Agency inquiry for furnishing fabrics. E.S.B. 10241/66.
(53/66) Agency inquiry for lace. E.S.B. 10708/66.
(54/66) Agency inquiry for rags; steel tubes. E.S.B. 10770/66.

France
(51/66) Agency inquiry for lamps. E.S.B. 10064/66.
(52/66) Agency inquiry for knitting wool. E.S.B. 10090/66.
(55/66) Agency inquiry for hardware and related products. E.S.B. 5063/66.
(53/66) Manufacture under licence – pharmaceuticals. E.S.B. 10748/66.
(55/66) Inquiry for building materials; glues; hand tools; paints; public works equipment. E.S.B. 10929/66.

Germany, Federal Republic of
(54/66) Agency inquiry for earthenware; glassware; porcelain. E.S.B. 10803/66.
(54/66) Agency inquiry for steel mill plant and equipment. E.S.B. 6582/66.
(55/66) Agency inquiry for piece-goods. E.S.B. 10933/66.
(53/66) Inquiry for shoe materials. E.S.B. 10318/66.
(53/66) Inquiry for teak. E.S.B. 10356/66.
(55/66) Inquiry for ships equipment. E.S.B. 46452/65.
(56/66) Inquiry for fruits. E.S.B. 10802/66.



Hydraulic model investigation at the Wimpey Central Laboratory of the Muda dam spillway, part of a large irrigation scheme to allow double cropping of rice over some 260,000 acres in the State of Kedah, Malaya, being provided by the Drainage and Irrigation Division of the Ministry of Agriculture and Co-operatives. The consulting engineers for the project are Sir William Halcrow and Partners.

Greece
(54/66) Agency inquiry for egg powder; inks. E.S.B. 10840/66.

Guatemala
(55/66) Duty exemption on motor buses. E.S.B. 11149/66.

Hong Kong
(54/66) Agency inquiry for clothes; toys. E.S.B. 10758/66.
(55/66) Agency inquiry for clothing; handbags; store packaging. E.S.B. 10795/66.
(54/66) Inquiry for garage equipment. E.S.B. 8813/66.

Iceland
(55/66) Inquiry in respect of sports halls. E.S.B. 10678/66.

Iran
(52/66) Agency inquiry for office equipment. E.S.B. 10395/66.
(53/66) Agency inquiry for industrial equipment; iron and steel; nylon cord; presses. E.S.B. 10801/66.
(54/66) Agency inquiry for grinding, stamping and pressing machinery; lathes; office chair bases; presses. E.S.B. 10740/66.
(54/66) Agency inquiry for medical and surgical supplies. E.S.B. 6283/66.
(54/66) Inquiry for baby food plant. E.S.B. 46033/65.

Iraq
(56/66) Inquiry for industrial raw materials. E.S.B. 10926/66.

Israel
(52/66) Agency inquiry for malt; textiles. E.S.B. 10635/66.
(53/66) Agency inquiry for electronic equipment and instruments; record players. E.S.B. 8873/66.
(53/66) Agency inquiry for surgical products. E.S.B. 6817/66.
(55/66) Agency inquiry for bag-making machinery. E.S.B. 10975/66.
(56/66) Agency inquiry for glassware; toy kits. E.S.B. 10985/66.
(54/66) Inquiry for cold storage and insulation. E.S.B. 10662/66.
(54/66) Inquiry for pliers. E.S.B. 1761/66.

Italy
(52/66) Agency inquiry for giftware; household articles. E.S.B. 10360/66.
(52/66) Agency inquiry for kaolin; sodium sulphate. E.S.B. 10233/66.
(53/66) Agency inquiry for knitwear; textiles; yarns. E.S.B. 3427/66.
(53/66) Inquiry for malt whisky. E.S.B. 9979/66.

Italy/Poland
(51/66) Trade Agreement. C.R.E. 1902/G.

Jamaica
(55/66) Inquiry for advertising specialities. E.S.B. 10950/66.
(55/66) Inquiry for exercise book making machinery. E.S.B. 10961/66.
(55/66) Inquiry for shirt materials. E.S.B. 10992/66.

Jordan
(52/66) Agency inquiry for woollen stockings. E.S.B. 10243/66.
(55/66) Manufacture under licence – cosmetics. E.S.B. 37202/65.

Kenya
(54/66) Agency inquiry for pottery. E.S.B. 10832/66.
(52/66) Inquiry for bakery equipment; chain making machinery, riveting machines; wire-hook making machinery. E.S.B. 9473/66.

Kuwait
(52/66) Agency inquiry for office furniture and equipment. E.S.B. 10085/66.

Lebanon
(52/66) Agency inquiry for lathes; tanning machinery. E.S.B. 10379/66.

Malawi
(55/66) Agency inquiry for plastic bags. E.S.B. 9910/66.

Mexico
(55/66) Agency inquiry for shoulder pad making equipment. E.S.B. 10703/66.
(55/66) Inquiry for bronze; chemicals, felt. E.S.B. 8246/66.
(55/66) Inquiry for capacitors. E.S.B. 7210/66.

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Netherland/East Germany
(54/66) Trade Agreement. C.R.E. 7699/G.

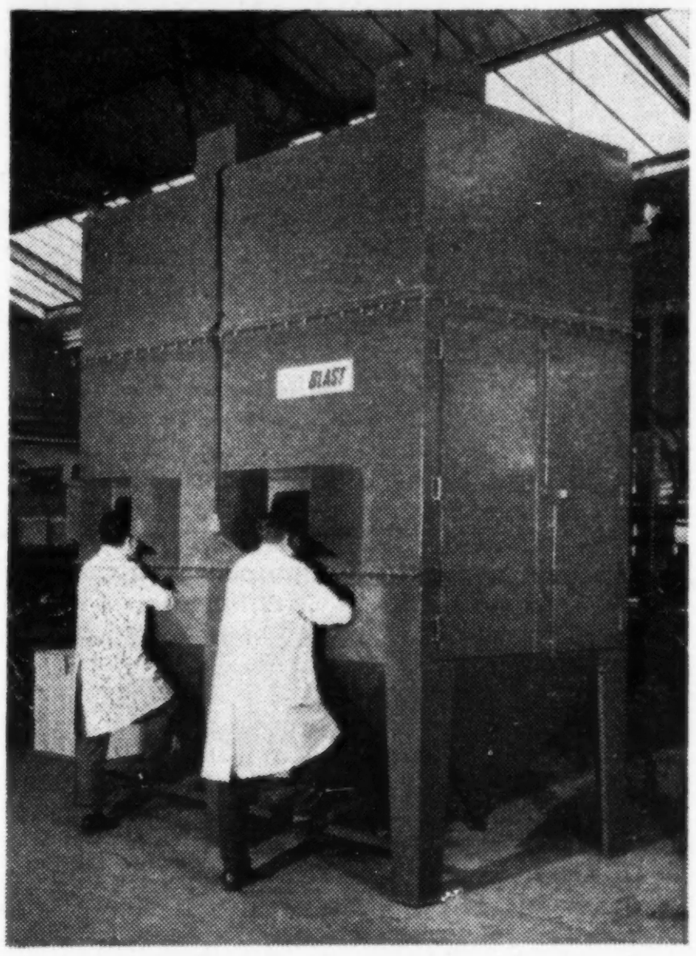
Nicaragua
(53/66) Agency inquiry for bicycles, motor cycles. E.S.B. 10809/66.

Pakistan
(52/66) Agency inquiry for electrical and electronic instruments and equipment. E.S.B. 10067/66.
(52/66) Agency inquiry for machine tools. E.S.B. 9988/66.
(52/66) Inquiry for heald machinery; reed making plant; wire – flattening plant. E.S.B. 10214/66.

Paraguay
(52/66) Agency inquiry for chemist's supplies. E.S.B. 10059/66.

Philippines, Republic of
(52/66) Inquiry for building materials. E.S.B. 10244/66.

Rumania
(52/66) British Exhibition of Agricultural and Construction Machinery. E.S.B. 10382/66.



A 'two-man blast cabinet for PTT the Dutch telephone organization. The cabinet will be used for the preparation of telephone kiosk coin boxes for repainting. Manufactured by Vacu-Blast Ltd., Slough, Bucks, the cabinet is painted with Blundell-Permoglaze finishes. Vacu-Blast have been awarded five major orders for the supply of shot-blasting equipment to India, Kuwait, Germany, Holland and Italy. Vacu-Blast also recently completed delivery of 10 'one-man' dry-honing machines for the Italian market.

South Africa
(51/66) Agency inquiry for diesel engines. E.S.B. 10246/66.
(55/66) Agency inquiry for concentrated foods; pharmaceutical preparations. E.S.B. 9800/66.
(55/66) Agency inquiry for electronic equipment. E.S.B. 10877/66.
(51/66) Manufacture under licence – chemical products. E.S.B. 10022/66.
(55/66) Manufacture under licence – engineering products. E.S.B. 10912/66.
(55/66) Inquiry for vending machines. E.S.B. 10830/66.

South Korea/Australia
(52/66) Trade Agreement. C.R.E. 5805/G.

Sweden
(55/66) Agency inquiry for jersey material. E.S.B. 10902/66.

Switzerland
(52/66) Agency inquiry for knitwear; piece-goods. E.S.B. 10752/66.
(53/66) Agency inquiry for construction equipment. E.S.B. 10695/66.
(53/66) Agency inquiry for drain pipes; sink units; tiles. E.S.B. 10620/66.
(54/66) Agency inquiry for air mattresses. E.S.B. 10787/66.
(54/66) Agency inquiry for control gear; electronic components. E.S.B. 10750/66.
(55/66) Agency inquiry for hose and couplings. E.S.B. 474/66.
(55/66) Agency inquiry for salmon paste. E.S.B. 10924/66.
(53/66) Inquiry for baths. E.S.B. 10811/66.
(56/66) Inquiry for rubber rings. E.S.B. 11105/66.

Thailand
(53/66) Inquiry for mobile laboratory. E.S.B. 10707/66.

Tunisia/East Germany
(53/66) Trade Agreement. C.R.E. 2804/G.

Turkey
(53/66) Inquiry for aluminium products manufacturing plant; petroleum and petro-chemical industrial equipment; steam power plant. E.S.B. 10328/66.
(55/66) Inquiry for textile machinery. E.S.B. 10698/66.
(56/66) Inquiry for pipes; prefabricated buildings. E.S.B. 9934/66.

Uganda
(53/66) Agency inquiry for poultry equipment. E.S.B. 10643/66.
(55/66) Inquiry for rubber solution; sole and heel making machinery. E.S.B. 10869/66.

United States of America
(53/66) Agency inquiry for footwear. E.S.B. 7768/66.
(51/66) Inquiry for automobile accessories. E.S.B. 10006/66.
(52/66) Manufacture under licence in Britain – gas heating equipment. E.S.B. 5779/66.
(52/66) Inquiry for giftware. E.S.B. 10307/66.
(52/66) Inquiry for colchicine. E.S.B. 10694/66.
(53/66) Inquiry for gas pressure regulator components. E.S.B. 10325/66.
(54/66) Inquiry for bath products; toiletries. E.S.B. 10306/66.
(54/66) Inquiry for cables. E.S.B. 10400/66.
(55/66) Inquiry for copper wire. E.S.B. 10838/66.
(55/66) Inquiry for gift items. E.S.B. 10730/66.
(55/66) Inquiry for pipes and tubing. E.S.B. 10920/66.
(56/66) Inquiry for copper. E.S.B. 1627/66.
(56/66) Inquiry for drills; taps; ultrasonic equipment. E.S.B. 10921/66.
(56/66) Inquiry for girls' outerwear. E.S.B. 44762/65.

Venezuela
(51/66) Agency inquiry for dental equipment. E.S.B. 10077/66.

MODERN PIED PIPERS IN HAMELIN

British 'redcaps' watch pest control operators of Rentokil Laboratories Ltd.'s German company laying rat baits in the old part of Hamelin. The company's contract to clear the town of rats was obtained last year. A letter recently received from the town authorities states that 'a state of freedom from rats has been attained' and congratulates Rentokil on the success of their control. The company now have to keep the rats out of Hamelin for 10 years – but they have already been paid their first fee.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 527, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2636.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

Robert Hough

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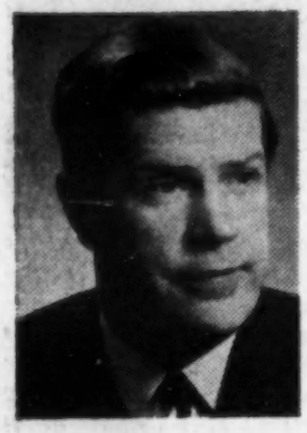
Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the* Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of January 28 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Book printers' visit to North America



Mr. Robert H. Bradley, managing director of Billing & Sons Limited, Guildford, Surrey, is visiting the United States and Canada from April 16 to obtain orders for printing Bibles and good-quality reference books.

Six months each year in Eastern Europe

Mr. Maurice Graham, founder and managing director of a new company, Graham Metals Ltd., London, intends to spend six months in every year travelling abroad in order to extend his already considerable connections from the USSR down to Yugoslavia, in efforts to increase United Kingdom trade with these countries. Negotiations are currently under way for the sale or contra of various goods from Czechoslovakia, Poland and other Eastern European countries. A number of important British manufacturers are already said to have concluded agency agreements with the new company.

Sales director's visit to Far East

Mr. Norman Care, sales director of the Aberdare Holdings Group, flew from London on March 12 to the Far East. During his two-week tour he will visit Malaysia, Singapore and Hong Kong, for discussions with many of the Group's customers in these countries, where several millions of pounds worth of heavy electrical equipment have been sold over the past decade. Whilst in Hong Kong, he will see the recently erected South Wales Switchgear 66 kV package substation, said to be the first of its type in the world.

After spending six months in South America erecting textile machinery for an export customer, Mr. E. Bailey (right) and Mr. G. Clark (centre) are welcomed back to Keighley, Yorkshire, by Mr. K. Peverley, manager of the service department in charge of erectors. These men are two of a team of skilled engineers who specialize in erecting textile machinery sold all over the world by Prince-Smith & Stells Limited, Keighley, part of the Stone-Platt Industries Group.

General sales manager on Far East tour

Mr. A. R. Denholm, general sales manager in the Perkins Engines Group's International Marketing Operations, is making a four week tour of the Middle East and Far East which will take him to seven different countries.

After talks in Cairo Mr. Denholm is scheduled to spend two or three days with Perkins distributors in Tehran. From the Middle East he will fly to Japan for a two week visit during which he will visit the Hiroshima factories of Toyo Kogyo Ltd., as well as Perkins distributors and existing and potential customers.

On his return journey to England Mr. Denholm will visit Hong Kong, Manila, Singapore and Ceylon.

Lightning tour brings large orders

Mr. Michael Wright

Mr. Michael Wright, managing director of Entwistles Ltd., Liverpool, manufacturers of All-in-One dog meal, and Mr. Peter Rougier, the company's marketing director recently made a lightning tour of four continental countries in three days. They report that this tour has resulted in export orders that promise to total over £20,000 in the next few months.

All-in-One will immediately go into Germany, Belgium, Denmark, Holland and other Benelux countries for the first time. The company believes that this represents a major breakthrough for an independent British pet food company in these markets. Entwistles have negotiated a price that will be competitive with local dog meal products in spite of Common Market tariffs, and All-in-One will be distributed nationally in all the countries concerned.

Mr. Wright said recently: 'The buyers we met were most impressed by the fact that the executives of a British firm had taken the trouble to fly over to see them, and I am convinced more than ever now that the best way to do export business is to meet people face to face.

'We expected to take initial orders for only a few cases of All-in-One. Instead, we sold tons of it, confirmation came through immediately, and foreign buyers are so keen that they want their orders fulfilled tomorrow. They like the product, the packaging and our methods.'

Mr. F. H. Colley, sales director of Edward Pryor & Son Ltd., Sheffield, at Manchester Airport recently at the start of a five-week world tour to boost his company's export sales. Edward Pryor Ltd. are manufacturers of industrial marking machinery. Mr. Colley, who will be returning to England at the end of March, is visiting his company's agents in Cairo, Johannesburg, Melbourne, Sydney, Wellington, Hong Kong, Tokyo and Minneapolis.

Sales drive in Scandinavia for British instruments

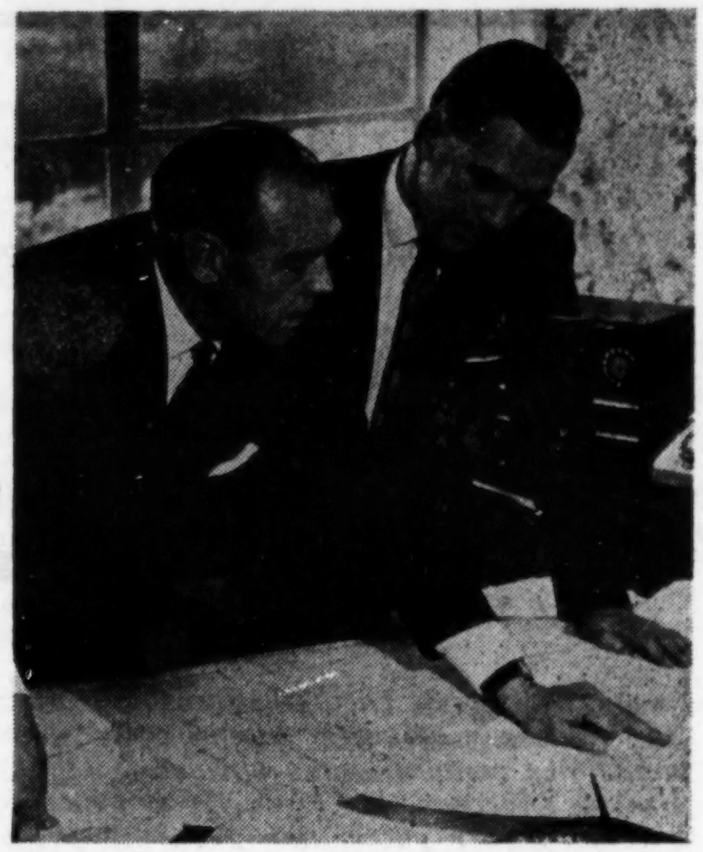
Mr. Ian McKenzie, managing director, and Mr. J. McCormick, sales manager, of Sifam Electrical Instrument Co. Ltd., Torquay are to make a sales tour of Denmark, Sweden and Norway this month. They will spend some time on the stand of Sifam's Danish agent – Electromekano A/S – at the International Exhibition of Electrical Measuring Instruments in Copenhagen before moving on to Stockholm and Oslo.

Promotion of agricultural chemicals exports

Mr. Donald Giles, technical sales executive, of Universal Crop Protection Limited, London, is visiting East and South Africa, Mozambique and Mauritius during March. The tour forms part of a regular series of visits by senior executives of the company to various overseas markets for the promotion of sales of Unicrop chemicals and to introduce new products developed recently.

Mr. Ralph Boote, a senior engineer of QVF Ltd., chemical engineers in glass, has travelled from his company's offices at Stoke-on-Trent to Ufa, an industrial centre in the Soviet Union some 1,000 miles east of Moscow. The purpose of Mr. Boote's visit is to advise on a QVF glass plant installed in that city. QVF are to participate in the British Industrial Exhibition in Moscow from July 8-24.

Mr. D. G. N. Lloyd-Lowles, chairman and managing director of The Tap and Die Corporation Ltd., and Mr. L. G. J. Henshaw, managing director of Nuckey, Scott and Co. Ltd., and chairman of Warrior (India) Ltd. They are seen returning from a three-week visit to India where they had meetings to present proposals to accelerate India's production of ground thread taps, dies and chasers.



Prior to leaving for Russia to commission a £1 millon nylon tyre yarn manufacturing and cording plant, Mr. Malcolm Chambers (right), assistant technical manager at Dobson & Barlow Machinery Sales Ltd., who have supplied and erected the machinery, receives a final briefing from Mr. J. K. Fletcher (left), managing director of Dobson & Barlow Machinery Sales Ltd.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Scots engineering feat aids Malta factory

An Edinburgh firm of engineers has supplied a Maltese rubber factory with a £600 chilled iron roll in record breaking time.

It was on a Friday that the firm, Miller and Co. Ltd., learned from Joseph Robinson & Co. Ltd., plastic and rubber engineers, of Salford, that an iron roll had been damaged in a Malta plant and stopped production. Immediately specifications for a replacement were telephoned to Edinburgh. Work began on the Saturday without the set of drawings which are usually required for the precise casting operations. By the following Thursday the new roll was ready for final inspection, and the day after was flown from London to Malta, 16 working days ahead of their normal rush delivery times.

Miller & Co. Ltd., export about 20 per cent of the chilled iron rolls they make to the paper, plastic, rubber and cereal industries. But they estimate that between 60 per cent and 70 per cent of their products find their way all over the world as part of completed machinery. The company is a member of the British Rollmakers Corporation.

Silencers for Mexico and New Zealand

Silencing units made by Maxim Silencers Ltd., of Birkenhead, are included in two separate export orders from Mexico and New Zealand for British diesel engines. In both contracts the engines will be used to power locomotives being built as part of a modernization programme for the railway systems in the two countries.

Carbon paste plant for Norway

The Moxey Division of Winget Limited, Gloucester, have received through the Wellman Engineering Corporation Limited, an order from A/S Alnor Aluminium, Norway, for a carbon paste plant. The plant is to be supplied to the site of a new aluminium production and processing works situated on the island of Karmoy near Stavanger, Norway, to designs prepared by Harvey Aluminium of Torrance, California.

Switchgear for Australia

The Switchgear Division of Associated Electrical Industries Ltd., has received two orders, together worth more than £300,000 for switchgear for two Australian power stations.

French order for document conveyor

Societe Francaise Bunge, of Paris, has ordered a selective document conveyor from Sovex Ltd., of Erith, to solve a document handling problem. It will be an integral part of the reorganized office system and similar to the two conveyors ordered from Sovex which are operating in the offices of the London and Antwerp sister companies.

£88,000 West German order

WHA Robertson and Co. Ltd., Bedford, a TI company, has received an £88,000 order from VDM, Western Germany, for coil handling equipment to be used in conjunction with an existing Torrington-Robertson slab milling machine.

Success at Furniture Exhibition

Export orders of nearly £100,000 (trade prices) were received by furniture manufacturers Harris Lebus Ltd., at this year's International Cologne Furniture Exhibition. Major orders came from Germany, Switzerland, Austria, Holland and the Persian Gulf area.

Nailing machines for United States

Matthew Wylie and Co., Glasgow, have received orders from America worth $50,000 for two of their high speed cable drum nailing machines. The machines, claimed to be the fastest in the world, can make 200 drum flanges per hour, which is the equivalent of one complete drum every 50 seconds.

Metal treatment equipment for Poland

Wild Barfield Ltd., Watford, (a Division of Parkinson Cowan Ltd.) have received an order from Elektrim – the Polish Buying Agency – for the supply of a hardening, austempering and blueing installation. The equipment to be supplied includes a twin tray shaker hearth furnace and electrically-heated austempering and blueing baths. The installation has been designed to operate on a continuous basis and to heat-treat up to 200 Kgs./hr. of bicycle chain side plates.

Ancillary equipment includes vibrator bowl feeders for the shaker hearth furnace and a protective atmosphere generator.

Five-figure export order for Special-purpose conveyor

The special engineering department of Hall Engineering, Limited, Shrewsbury, has completed and recently delivered a five-figure order for a mechanical special-purpose conveyor, electrically powered, to handle and straighten flat bar, round bar and angle sections from a rolling mill and to pass it on to the next stage of manufacture.

The order was placed by Tube Investments, Limited, who require it for overseas.

New acid plant for Canada

Simon-Carves of Canada Ltd., part of Simon Engineering, have been awarded a contract for the construction of a 1,200 short tons per day sulphuric acid plant for Canadian Industries Ltd., to be constructed at Copper Cliff, Ontario. This will be one of the largest metallurgical sulphuric acid plants in the world and will be in operation in the spring of 1967.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Value for duty

THE CANADIAN GOVERNMENT have issued the following Orders in Council pursuant to Section 37A of the Customs Act.

Order in Council PC 1966-355 dated February 24, 1966 prescribes that the values for duty of **automotive valves and guides** for after market use from the United Kingdom of Great Britain and Northern Ireland, as determined under section 36 of the Customs Act, be reduced by deducting therefrom an amount equal to 61 per cent of the said values.

Order in Council PC 1966-356 dated February 24, 1966 prescribes that the value for duty of **portable pneumatic tools** from the United Kingdom of Great Britain and Northern Ireland, as determined under section 36 of the Customs Act, be reduced by deducting therefrom an amount equal to 35 per cent of the said value.

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes.

Of 'a class or kind made in Canada':

Compounds of tetraethyl lead
Compounds of tetramethyl lead.

(Rulings effective April 11, 1966).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-31-1 dated March 10, 1966.

UNITED STATES

Transportation of explosives and other dangerous articles

THE UNITED STATES Interstate Commerce Commission has received applications for the early amendment to the above regulations in so far as they apply to shippers in the preparation of articles for transportation and to all carriers by rail and highway.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

Hille polypropylene chair shells being packed for shipment to the United States. The stacking version of this chair won a Design Centre Award last year and it is estimated that 250,000 chairs will be sold annually in the United States.

Export control on hides, skins and leathers

THE UNITED STATES on March 11, 1966, established export quotas for cattle hides, calf and kip skins and bovine leathers; this follows an announcement on March 7 that export licences would be required for shipments to all destinations except for shipments to Canada intended for consumption in Canada.

The quotas for calendar year 1966 are as follows:

(a)	Cattle hides, whole	9,920,000 hides
(b)	Cattle hides, except whole	810,000 pieces
(c)	Calf skins and kip skins	2,140,000 skins
(d)	Cattle hide and kip side upper leather, grain, except patent and metallized; and cattle hide and kip side leather, n.e.c.	10,800,000 sq. ft.
(e)	Cattle hide and kip side sole, belting, welting, grain, offal, rough, russet and crust leather	1,700,000 lbs.
(f)	Calf and whole kip upper leather, except patent and metallized; and calf and whole kip leather, n.e.c., except patent and metallized	1,900,000 sq. ft.

Licensing will be conducted in two separate periods ending June 30, 1966, and December 31, 1966 and will be based on the past participation by exporters in exports of the commodities, included in each of the quotas, in calendar years 1964-1965. In the case of hides (a) and (b) above, exporters' allowances will be distributed on a country basis; the other quotas will be on a global basis.

Any inquiries regarding this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Vehicle seat suspension systems

THE UNITED STATES Tariff Commission has given notice of a complaint under Section 337 of the Tariff Act of 1930, by the Bostrum Corporation of Milwaukee, Wisconsin, alleging unfair methods of competition and unfair acts in the importation and sale of certain vehicle seat suspension systems.

The Commission has initiated a preliminary inquiry into the allegations of the complaint to determine whether a full investigation should be held, and, if so, whether the Commission should recommend the issue of a temporary order of exclusion from entry.

Information submitted by interested persons will be considered by the Commission if received not later than April 11, 1966, and should be sent to the Secretary, United States Tariff Commission,

8th and E Streets, N.W., Washington, D.C. 20436. A signed original and 19 true copies of each document must be filed.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Tyre advertising and labelling guides

IN THE *Board of Trade Journal* of December 18, 1964, it was announced that the United States Federal Trade Commission were holding a hearing to afford all persons an opportunity to present their views concerning practices by tyre manufacturers, dealers and others in the marketing of car tyres.

Since the hearing the Commission have continued to study the problems and as a result, on March 10, 1966, the Commission announced the publication of proposed Tyre Advertising and Labelling Guides relating to tyre safety, grade, quality, guarantees and related matters. Simultaneously, the Commission announced the adoption of a new guide relating to tyre pricing.

The guide on deceptive pricing has been adopted by the Commission in final form and will become effective on May 10, 1966.

Interested persons can submit written views on the proposed Advertising and Labelling Guides to the Secretary, Federal Trade Commission, Washington, D.C. 20580, not later than April 24, 1966.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CHILE

Import regulations

IT HAS BEEN reported by HM Embassy in Santiago that, at its Session No. 358, which took place on February 15, 1966, the Executive Committee of the Central Bank has added the following items to the list of goods published in the first column of the *Board of Trade Journal* dated January 14, 1966, page 100:

Section	Group	Item
I	2	Infusory earths
III	10	Alpaca wool
		Sheeps' wool, dirty or washed, and wool tops
		Mohair wool
		Angora goats' hair or wool
		Camel hair
		Domestic rabbit hair
		Special hair for making high quality artists' paint brushes
	11	Horses, sheep and goat hides, untanned
		Cattle hides, untanned
VIII	37	Cut acetate, nylon and similar fibres, except viscose
IX	45/53	Granulated cellulose acetate
		Solid caustic soda
	51	Pigments, pure or synthetic, organic or inorganic, except ultramarine blue, red lead, minium and litharge, lithopon, oxide and/or white of lead and pure iron oxides
		Lampblack
XI	61	Domestic sewing machines with treadle stands
	62	Explosion and internal combustion engines
	63	Discharge lamps for mercury, sodium and other vapours, without incondescent filaments, to function with ballast, over 80 watts
		Projection bulbs, exciters and framers
		Bulbs for motor vehicles
		Other types of bulbs, not specified, excepting those which figure on the Prohibited List
		Cables and cords for electrical use not specified, excepting those which are on the Prohibited List
		Tapes and sheathings for electrical use, not specified, except those of rubber, flexible plastic material and those of cotton fabrics impregnated with bituminous material
		Electric material:
		Blocks of carbon, graphite or coppered graphite
		Insulating bulk material of a minimum of 20
		KV/mm dielectric rigidity and minimum flash point of 200°c
		Insulating materials in sheets or rolls of vulcanised fibre, cotton, presspohn fishpaper, pertinox, Grades xxx and xxxP cambric, universal and imperial
XIII	79	Hypodermic needles
		Apparatus, utensils and tools for analytical, scientific and industrial laboratories
		Altometers with API graduation
		Densimeters with API graduation
		Hydrometers with API graduation
		Carbide reamers
		Dentists' steel drills
		Hypodermic syringes
		Machines, apparatus and their spare parts, tools and utensils for the medical and veterinary sciences
		Machines, apparatus and their spare parts, utensils and materials for dental use

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 392 of the Ministry of Finance, which was promulgated in the *Official Gazette* on February 19, the customs duties on asbestos yarns (Customs Item No. 1498) was reduced to $0·075 gold per gross kilogramme and the *ad valorem* tax was reduced to 10 per cent. Both of these reductions are effective until December 31, 1966.

Amendments to import lists

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
III	11	Cattle tongue epithelia	1%
IX	46	Cephaloridyne, injectable	
		Chloramphenicol mono-esterarilglycolate substance, in bulk	
		Ethyleneimine-benzoquinones, in injections, and capsules of completely soluble gelatine	
XI	61	Domestic sewing machines of the table or pedestal types, except stands and their parts	1,000% (deposit)
		Domestic sewing machines, with treadle stands	1,000% (deposit)

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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COLOMBIA

Import regulations

IT HAS BEEN reported by HM Embassy at Bogota that, on February 28, 1966, the Colombian Board of Foreign Trade issued Resolution No. 5, which establishes that the following imports are payable at the preferential rate of exchange:

Customs Item	Description
87.02	Motor vehicles for the transport of persons or goods:
C	Other:
I	For the transport of goods:
a	Cabined chassis:
1	Of a gross weight up to 5,000 U.S. lbs.
2	Of a gross weight above 5,000 up to 9,999 U.S. lbs.
b	Pick-ups, panel vans and the like:
1	Of a gross weight up to 5,000 U.S. lbs.
2	Of a gross weight above 5,000 up to 9,999 U.S. lbs.
3	Other
II	Other
a	Ambulances and hearses
b	Electric trucks
c	Other

Also issued on the same day, by the Board of Foreign Trade was Resolution No. 6, which transfers to the free import list the following tariff headings if the goods are paid for at the intermediate rate of exchange or on non-reimbursable licences:

Customs Item	Description
27.13	Paraffin wax, micro-crystaline wax, slack wax, ozokerite, lignite wax, peat wax and other mineral waxes, whether or not coloured:
A	Paraffin wax
B	Other
28.13	Other inorganic acids and oxygen compounds of non-metals (excluding water);
H	Silicon compounds:
I	Silicon dioxide (pure silica, silicic anhydride)
II	Other
29.06	Phenols and phenol-alcohols:
A	Monophenols:
I	Phenol
29.09	Epoxides, epoxyalcohols, epoxyphenols, and epoxyethers, with a three or four member ring, and their halogenated, sulphonated, nitrated or nitrosated derivatives:
A	Ethylene oxide
B	Propylene oxide
D	Other
29.11	Aldehydes, aldehyde-alcohols, aldehyde-ethers, aldehyde-phenols and other single or complex oxygen-function aldehydes:
A	Acyclic aldehydes:
X	Other
29.19	Phosphoric esters and their salts, including lactophosphates and their halogenated sulphonated, nitrosated or nitrated derivatives:
A	Glycerophosphoric acids
B	Glycerophosphates of sodium, calcium and iron
C	Other
29.25	Amide-function compounds:
B	Cyclic amides:
III	Other
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included
M	Other
39.02	Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate, and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):
A	Pure, in liquid or paste form or in the form of granules, flakes, lumps, powders, blocks or similar bulk forms:
I	Polyethylene
47.01	Paper pulps
A	Mechanical wood pulp
B	'White' mechanical wood pulp
C	Chemical wood pulp
D	Other
I	Rag
II	Other

VENEZUELA

Customs duties

HM EMBASSY at Caracas reports that the Venezuelan Ministry of Finance has promulgated the resolution No. 156 revising customs duties for locks, padlocks, etc., whatever their composition. The new definitions are as follows:

Tariff No.	Description	Duty
	Locks, Padlocks, Safety Bolts, Similar Articles and their Keys	
699-18-01-6	Made chiefly of iron and steel, coated or not	
(A)	Locks	Bs. 1
(B)	Padlocks	Bs. 1
(C)	Safety bolts and similar articles	Bs. 1
(D)	Keys	Bs. 1
699-18-02-3	As above, but made chiefly of copper and its alloys: A. B, C, D, as above	
699-18-03-3	As above, but made chiefly of aluminium and its alloys: A, B, C, D, as above	
699-18-04-3	As above, but chiefly of white metal or of base metals: A, B, C, D, as above	

This resolution enters into force from March 4, 1966.

BRAZIL

Transfer of goods from the Special to the General Category of imports

HM EMBASSY in Rio de Janeiro report that the following items have been transferred from the Special to the General Category of imports. The Embassy report that this list is likely to be the first of a series and that over the next two years the entire Special Category will be gradually eliminated. As imports on the special list are subject to special exchange controls, it should follow that export of items that have been transferred to the General Category will become easier in future:

Tariff Heading	Goods
05-01	Human hair, unworked, washed or scoured, whether or not sorted by length but not laid parallel.
05-02	Boar and pig bristles and bristles of other swine; badger hair and other brush making hair: 001 crude, in bulk; 002 washed, bleached or scoured, dyed or not or in bundles, except prepared knots or tufts.
05-03	Horsehair and horsehair waste: 001 crude, in bulk; 002 simply washed or scoured, whether or not sorted by length; 003 bleached, dyed, curled or not, whether or not sorted by length.
05-04	Bladders, stomachs and guts of animals (other than fish), for any purpose, including foodstuffs, fresh or frozen: 002 tripe; 003 other.
05-05	Bladders, stomachs and guts of animals (other than fish), for any purpose, including foodstuffs, cut into pieces, in brine, salted, dry-salted and dried: 002 tripe; 003 other.
05-06	Nerves, tendons and other waste of raw hides and skins, neither tanned nor prepared.
05-07	Fish waste (swimming bladders, scales, waste of skin and the like, excluding fish eggs): 001 scales of whitebait and of similar fish, fresh or slightly preserved, powdered or not; 002 other.
05-08	Animal blood, liquid or dried.
05-09	Feathers, down and birds' skins with their feathers: 001 feathers and down, unbound; 002 bird skins with their feathers, unworked or simply prepared for preservation during transport; 003 quills and scapes of feathers, cut or cleaned but not otherwise worked.
05-11	Beaks, hooves, horns, claws, antlers and nails, crude, cut, split or straightened, but not otherwise prepared; waste and powder; whalebone and the like, crude, cleaned, rasped but not otherwise prepared: 001 beaks, hooves, horns, claws, antlers and nails; 002 whalebone and the like.
05-14	Shells and the like, whole or not, cleaned or not: 002 mother-of-pearl, cut, trimmed or sawn; 003 other.
05-16	Natural sponges: 001 raw; 002 bleached or prepared.
05-20	Inedible fish eggs: 002 other.
05-21	Other animal products: 002 other animal products.
12-07	Plants, parts of plants, fruit and seeds, being goods of a kind primarily used in pharmacy, in perfumery or for the preparation of insecticides and parasiticides, fresh, dried, whole, in pieces or powdered: 013 barbasco ('timbo'); 064 eucalyptus; 079 guarana ('paullinia sorbilis' and 'paullinia cupana'); 084 ipecacuanha; 085 jaborandi; 086 jalap; 088 cherry-laurel berries; 093 peppermint (hortela pimenta); 100 pyrethrum flowers, leaves and powder 115 sarsaparilla.

Tariff Heading	Goods
12-08	Forage, fodder roots and other vegetable products for animal food, including barks and leaves, fresh or dried, whether or not cut or chopped but not otherwise prepared: 002 hay; 003 fodder roots; 004 other.
13-01	Berries, bark, fruit, wood, roots and other plants or parts of plants used as raw vegetable materials for dyeing and tanning: 001 safflower (bastard saffron), excluding stigmas; 002 oak; 003 turmeric; 004 dividivi ('caesalpina coriarea'); 005 fustic; 006 galls; 007 gambier; 008 madder; 009 indigofera; 010 tinctorial lichens; 011 mimosa; 012 logwood; 015 senna; 016 sumach; 017 valonia; 018 other.
13-03	Natural balsams, gums, gum-resins and resins: 007 copaiba balsam; 026 other.
13-05	Vegetable extracts and saps, in liquid, paste or solid form: 014 barbasco (timbo); 062 ergot of rye; 064 eucalyptus; 079 guarana ('paullinia sorbilis' and 'paullinia cupana'); 084 ipecacuanha; 085 jaborandi; 086 jalap; 094 peppermint (hortela pimenta); 101 patchouli ('pogostemon patchouly'); 103 pyrethrum; 117 sarsaparilla.
14-01	Vegetable materials used in wickerwork, basketware and the like: 001 alfa and esparto, raw, bleached, dyed, laminated or otherwise prepared; 002 bamboo, reeds, lianas, cane and rattan, raw or simply split; 003 bamboo, reeds, lianas, cane and rattan, peeled, dyed, polished, varnished, laminated in straws or otherwise prepared; 004 straw, cleaned, bleached, dyed or otherwise prepared; 005 raffia, raw, bleached, dyed or otherwise prepared; 008 other.
14-02	Vegetable materials of a kind used as stuffing, whether or not in bundles or hanks, raw, cut, combed, bleached or dyed: 001 kapok and silk cotton floss ('paina'); 002 vegetable hair; 003 other.
14-03	Vegetable materials of a kind used in the manufacture of brooms, brushes and the like, whether or not in bundles or hanks, cut, combed, bleached or dyed: 001 stigmas, rice panicles, sorghum roots and the like, stripped of their seed; 002 piassava; 003 other.
14-04	Hard hulls, seeds and nuts of a kind used for carving: 001 ivory nut (corozo, jarina or vegetable ivory); 002 other.
14-05	Vegetable products not elsewhere specified or included: 001 vegetable sponge (luffa cilindrica); 002 sago pith; 003 rice pith, in sheets (Japanese rice paper); 005 other.
23-02	Bran and other residues derived from the husking or milling of cereals or leguminous vegetables.
23-03	Bagasse, beet-pulp and other waste of sugar manufacture.
23-04	Brewing and distilling dregs; inactive yeast, residues of starch manufacture and similar residues.
23-05	Oil-cake and other residues resulting from the extraction of vegetable oils.
23-06	Wine lees, dried or not and argol.
23-07	Vegetable residues and waste of a kind used for animal food, not elsewhere specified or included.
23-08	Fodder preparations sweetened by the addition of molasses or sugar, whether or not containing vitamins or antibiotics.
23-10	Residues and waste from the food industries, not elsewhere specified or included.
25-02	Unroasted iron pyrites.
25-05	Sands, whether or not coloured, excluding gold, silver, monazite and platinum-bearing sands or other sands constituting ores.
25-06	Quartz and quartzite.
25-07	Clays, whether or not refractory but not activated, including chamotte and dinas earths: 002 raw kaolin; 003 kaolin, washed or treated.
25-14	Slate, in blocks or slabs, rough, roughly squared or sawn; powder and waste: 001 in rough-hewn blocks or pieces; 002 in roughly squared or sawn slabs; 003 powder and waste.
25-16	Basalt, granite, sandstone, porphyry and other monumental and building stone, in blocks or slabs, rough, roughly squared or sawn: 001 basalt, granite, sandstone and porphyry; 002 other.
25-17	Crushed or broken stone, boulders, pebbles, gravel and round nodules of flint, for road metalling, ballast, concrete aggregates and other purposes; stone powder and tarred macadam: 002 other.
25-18	Dolomite (natural double carbonate of calcium and magnesium), crude or calcined; agglomerated dolomite: 001 crude; 002 calcined or pulverized; 003 agglomerated.
25-19	Magnesite (giobertite or natural magnesium carbonate).
25-20	Gypsum and other plaster stones; plaster (calcined gypsum), whether or not coloured: 001 gypsum; 002 plaster; 003 coloured plaster; 004 prepared plaster, including dental plaster; 005 other.
25-21	Limestone flux and calcareous stones commonly used for the manufacture of lime or cement, not elsewhere specified or included.
25-22	Quicklime, slaked lime and hydraulic lime, excluding purified lime (calcium oxide or hydroxide): 001 hydraulic lime; 002 other.

Tariff Heading	Goods
25-25	Amber (succinite) and meerschaum, natural or agglomerated; jet: 001 meerschaum, natural or agglomerated; 003 jet.
25-26	Mica, including splittings, in powder, rocks or in the form of waste: 001 vermiculite; 002 other.
25-27	Natural steatite (French chalk), in blocks or slabs, rough, squared or sawn; talc; 001 in rocks; 002 in powder (talc).
25-30	Crude natural borates, including those treated by calcination or washing, but not refined: 001 calcium (pandermite or priceite); 003 other.
25-31	Fluorspar (fluorite) and felspar, natural: 002 felspar.
25-32	Aragonite or Iceland spar (calcite).
25-33	Strontianite (natural strontium carbonate).
25-34	Celestine and sillimanite: 001 celestine; 002 sillimanite, cyanite or andalousite.
25-35	Other mineral substances not elsewhere specified or included; broken pottery: 001 alunite (natural aluminium sulphate); 002 lithographic stones; 003 garden earth, marl, marsh earth and other similar fertilizing earths; 004 pozzolana, santorin, trass and similar earths; 005 other.
26-01	Aluminium ore: 001 bauxite; 002 other.
26-03	Beryllium ore (glucinium).
26-10	Iron ore, including roasted pyrites: 001 haematite. 002 other.
26-12	Manganese ore, including manganiferous iron ore containing more than 20% manganese.
26-16	Ores of precious metals (gold, silver, platinum and metals of the platinum group).
26-18	Ores of rare earth metals: 001 monazite. 002 other.
26-21	Uranium ore and radio-active ore: 001 pitchblende: 002 other.
26-25	Other ore.
26-26	Slag and other residues from the manufacture of iron and steel.
26-27	Slag, ash and other metal-bearing residues not falling within heading No. 26-26, including accumulator sludge, hard zinc spelter, sludge from electrolytic baths, but excluding metal scrap not resulting from the working of metals: 001 copper slag or dross; 002 other.
26-28	Other non-metallic slag and ash, including vegetable ash: 001 vegetable ash; 002 other.
27-05	Coal gas, including producer gas.
28-01	Halogens: 002 chlorine.
28-04	Other non-metals or metalloids: 005 hydrogen; 007 oxygen, including ozone.
28-05	Metals, other than those falling within Section XV and other than radio-active metals: 007 rare earth metals: cerium, dysprosium, erbium, scandium, europium, gadolinium, holmium, ytterbium, yttrium, lanthanum, lutetium, neodymium, praseodymium, samarium, terbium and thulium, including mixtures thereof.
28-06	Hydrochloric acid and chloronitric acid; chlorosulphuric acid (chlorosophonic acid): 001 hydrochloric acid in gas or liquid form; 002 hydrochloric acid in solution.
28-08	Sulphuric acid; oleum: 001 sulphuric acid; 002 oleum.
28-13	Other inorganic acids and oxygen compounds of non-metals or metalloids: 029 carbon dioxide (carbonic anhydride, carbonic gas); 031 carbon monoxide (carbonyl, carbon oxide, carbon protoxide).
28-17	Potassium hydroxide; sodium hydroxide; peroxides of sodium and potassium: 002 sodium hydroxide (caustic soda).
28-27	Lead oxides: 003 lead saline oxide (minium).
28-35	Sulphides, including polysulphides: 017 sodium sulphide (including hydrosulphide).
28-38	Sulphates (including alums) and persulphates: 017 aluminium/potassium sulphate (ordinary alum).
28-49	Colloidal precious metals; amalgams of precious metals; salts and other compounds, inorganic or organic, of precious metals: 004 amalgams of gold; 005 amalgams of silver; 006 amalgams of other precious metals.
28-52	Salts and other compounds, inorganic or organic, of thorium, uranium and of rare earth metals, whether or not intermixed: 005 cerium chloride.
28-53	Liquid air.
28-56	Carbides: 004 calcium carbide.
28-58	Distilled water, conductivity water and water of similar purity.
29-01	Hydrocarbons: 047 naphthalene (naphthaline).
29-02	Halogenated derivatives of hydrocarbons: 008 ethyl chloride (chloroethane); 010 methyl chloride (chloromethane); 035 hexachlorocyclohexane (isomer mixture).
29-04	Acyclic alcohols and their halogenated, nitrated or sulphonated derivatives: 009 ethylpropylallyl alcohol; 020 citronellol; 022 linolol (licareol); 026 other acyclic monohydric alcohols.
29-05	Cyclic alcohols and their halogenated, nitrated or sulphonated derivatives: 008 menthol.
29-08	Ethers, ether-alcohols, ether-phenols, ether-alcohol-phenols, alcohol peroxides and ether peroxides, and their halogenated, nitrated or sulphonated derivatives: 011 ethyl ether (ethyl oxide, etoxyethane, diethyl ether).

(Continued on next page)

BRAZIL, *continued*

Tariff Heading	Goods
29-11	Aldehydes, aldehyde-alcohols, aldehyde-ethers, aldehyde-phenols and other single or complex oxygen-function aldehydes: 003 α-Amylcinnamaldehyde; 036 methyleneprotocatechauldehyde (heliotropin, piperonaldehyde).
29-14	Monoacids and their anhydrides, acid halides and acid peroxides; their halogenated, nitrated or sulphonated derivatives: 001 acetic acid (ethanoic), including pyroligneous acid; 024 benzyl acetate; 033 linalyl acetate; 056 ethyl benzoate; 057 geranyl benzoate; 058 linalyl benzoate; 061 methyl benzoate; 095 stearic acid (octodecanoic acid); 107 benzyl formate; 112 geranyl formate; 116 linalyl formate; 117 menthyl formate; 118 methyl formate; 135 oleic acid.
29-15	Polyacids and their anhydrids, acid halides, peracids and acid peroxides, and their halogenated, nitrated or sulphonated derivatives. 012 oxalic acid (ethanedioic acid).
29-16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol acids and other single or complex oxygen-function acids; their anhydrides, salts or esters; halogenated derivatives, peracids and peroxides; their halogenated, nitrated or sulphonated derivatives: 021 ethyl lactate; 037 ethyl salicylate; 039 geranyl salicylate.
29-21	Other esters of mineral acids, excluding esters of acid halides, and their salts: 004 O, O-diethyl-p-nitrophenol thiophosphate; 005 O, O-diemethyl-p-nitrophenol thiophosphate.
29-45	Other organic compounds: 004 pyrethrins; 005 quassin; 006 rotenone.
30-01	Organo-therapeutic glands, organs or tissues, dried, whether or not powdered; organo-therapeutic extracts and isolated components of glands, organs or tissues: 001 gall; 002 brains, livers, mammary glands, hypophyses, marrow, ovaries, pancreas, kidneys, adrenal glands, testicles, thyroid glands and other organo-therapeutic glands, organs or tissues, dried, whether or not powdered; 003 organo-therapeutic extracts of glands, organs or tissues.
30-02	Vaccines, anatoxins, toxins, antimicrobial sera, antivenomous sera, antitoxic sera, immunizing antigens and other immuno-therapeutic agents: 002 other vaccines; 003 anatoxins (toxoids), toxins; 004 vaccines and toxoids, intermixed; 005 antimicrobial sera (antipestilential, antimeningococcic, antigangrene and others); 006 antivenomous sera (antibothropic, anticrotalic, antiophidic and others); 007 antitoxic sera (antidiphtheric, antitetanic and others); 008 immunizing antigens; 009 other.
30-04	Materials for dressings: 001 cotton wool; 002 bandages; 003 adhesive plaster; 005 other.
30-06	Other pharmaceutical articles and preparations: 001 first-aid boxes and kits; 003 preparations with a basis of granulated salts and of effervescent powders, salts for the preparation of natural or artificial mineral waters with medicinal effects; 004 other pharmaceutical articles and preparations: 01 contrast preparations, injectable, for radiography of bile ducts, with a basis of methylglucamine iodipamide; 02 other.
31-01	Guano and other natural fertilizing residues of animal or vegetable origin, whether or not intermixed: 002 other.
31-04	Mineral or chemical fertilizers, potassic, not intermixed and without other than inert substances added thereto: 003 natural potassium salts (carnallite, kainite, sylvinite and other).
31-05	Other fertilizers: 003 nitrate of sodium and potassium with a nitrogen content of 15% or less and a K_2O content of 15% or less.
32-01	Tanning extracts of vegetable origin: 002 other.
32-06	Mineral colouring matters (inorganic pigments): 009 ultramarine.
32-07	Prepared colours, pigments and opacifiers for the ceramic, enamelling and glass industries: frit, vitrifiable enamels and glazes, liquid lustres and similar preparations for the ceramic, enamelling and glass industries: 002 with a basis of zirconium or its salts; 003 other.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

HAITI

Tax on used vehicles

HM EMBASSY in Port-au-Prince report that a Presidential Decree has been published in the *Official Gazette, Le Moniteur* No. 117 of December 20, 1965.

A tax has been imposed on used vehicles amounting to 10 per cent of the c.i.f. value of all used vehicles imported into Haiti.

BRITISH HONDURAS

Customs tariff changes

BRITISH HONDURAS Ordinance No. 5 of 1966 validates certain alterations in customs duties introduced on December 17, 1965. Among the items on which duties are increased are meat, wine, beer, spirits, manufactured tobacco, perfumes, cosmetics, radios, gramophones and motor cars.

A copy of the Ordinance can be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472), to whom any inquiries about the above notice should be addressed.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new items:

124. Electric Water Heaters
125. Spoons and forks of plastic, paper or wood (excluding wooden ice-cream spoons)

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law, 1956.

Dry cell batteries and electrical appliances, namely irons, toasters and dryers

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacture' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica, (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel: Abbey 7877, Ext. 2273).

IRISH REPUBLIC

Import quotas

THE IRISH REPUBLIC Authorities have announced the following quotas under the Control of Imports Acts 1934 to 1964, for the period April 1, 1966, to June 30, 1966:

Quota No.	Commodity	Quota
28	Certain brushes, brooms and mops	15,125 articles
36	Certain laminated springs and certain component parts of laminated springs	A quantity equal in value to £605

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Tariff concessions for cotton sewing thread of Northern Ireland origin

THE GOVERNMENT of the Irish Republic have announced that cotton sewing thread, of Northern Ireland origin, will be admitted free of duty under licence, up to a certain value, with effect from February 22, 1966.

Applications for licences should be addressed to the Secretary, Department of Industry and Commerce, Kildare Street, Dublin, 2, and should be accompanied by invoices (in duplicate) embodying a certificate by the manufacturers that the thread was manufactured by them in Northern Ireland.

Temporary import levy

THE GOVERNMENT of the Irish Republic has announced that the Temporary Import Levy (see page 1184 of the *Board of Trade Journal*, dated November 12, 1965) will continue in operation until June 30, 1966, when the position will be further reviewed.

Budget amendments of import duties

CERTAIN IMPORT DUTIES have been amended by the recent Budget in the Irish Republic. The new rates of duty effective from March 10, are as follows:

BEER (Tariff Heading Nos. 22.03 and 22.07 (A)).

Description	Rate of Duty
Customs duty:	£ s. d.
(a) Beer of any description of which the worts were before fermentation of a specific gravity of 1,055° – for every 36 gallons	17 19 11
Customs drawback:	
(b) Beer of an original specific gravity of 1,055° – for every 36 gallons .	17 19 8

Where, in the case of beer which is chargeable with duty at the rate shown at (a) above, or in the case of beer on which drawback is payable at the rate shown at (b) above, the specific gravity of the beer is not 1,055°, the duty or drawback shall be varied proportionately.

NOTE: There are no Preferential rates of duty.

MINERAL HYDROCARBON LIGHT OIL (Tariff Headings Nos. 27.07 (A), 27.09 (A), 27.10 (A), 29.01 (A), 36.08 (A), 38.18 (A) and 38.19 (A)).

Description	Rate of Duty
	s. d.
Mineral hydrocarbon light oil . . . . . per gallon	3 8
(Comprising – Hydrocarbon oils of which not less than 50% by volume distils at a temperature not exceeding 185°C, or of which not less than 95% by volume distils at a temperature not exceeding 240°C, or which give off an inflammable vapour at a temperature of less than 22·8°C when tested in the manner prescribed by the Acts relating to petroleum).	

HYDROCARBON OIL, OTHER SORTS – Tariff Headings Nos. 27.07 (C) (1), 27.09 (B) (1), 27.10 (D) (2) (a), 29.01 (C) (1), 38.07 (A), 38.08 (A), 38.09 (B), 38.18 (B) and 38.19 (B)).

Description	Rate of Duty
	s. d.
Hydrocarbon oil, not otherwise liable to duty . . . per gallon	3 0½

NOTE: There are no Preferential rates of duty.

SPIRITS (OTHER THAN NORTHERN IRELAND WHISKEY DESCRIBED IN PART II BELOW).

PART I

Description	Rates of Duty	
	Full	Preferential
	£ s. d.	£ s. d.
Perfumed spirits:		
If warehoused five years or more . . the liquid gallon	21 8 10	21 4 10
If not warehoused, or warehoused less than 5 years the liquid gallon	21 12 10	21 8 10
Liqueurs, cordials, mixtures and other preparations in bottle entered in such manner as to indicate that the strength is not to be tested:		
If warehoused five years or more . . the liquid gallon	18 1 9	17 18 5
If not warehoused, or warehoused less than five years the liquid gallon	18 5 1	18 1 9
Spirits of any description not heretofore mentioned and mixtures and preparations containing spirit:		
If warehoused five years or more . . the proof gallon	13 8 0	13 5 6
If not warehoused, or warehoused less than five years the proof gallon	13 10 6	13 8 0

NORTHERN IRELAND WHISKEY

Part II

Description	Rate of Duty
	£ s. d.
Spirits known as whiskey which at importation are shown to the satisfaction of the Revenue Commissioners to have been wholly manufactured in Northern Ireland and to have been bottled and consigned by the distiller:	
If warehoused five years or more . . . . the proof gallon	11 15 11
If not warehoused, or warehoused less than five years . . the proof gallon	11 18 5

NOTE: Where it is proved to the satisfaction of the Revenue Commissioners that any spirits have been used for scientific purposes, or used solely in the manufacture or preparation of articles recognized by them as being used for medical purposes, any customs duty paid on the spirits in excess of the rates applicable to Recognized Medical Preparations (*see* Special Charging Provision No. 2 (b) in the Customs and Excise Tariff) will be repaid.

TABLE WATERS – Tariff Headings Nos. 20.07 (A), 22.01 (A), 22.02 (A) part, 22.02 (B) and 22.07 (D) (2).

Rate of Duty increased to 1s. 9⅝d. the gallon.

CUSTOMS DUTIES ON TOBACCO – (Tariff Headings Nos. 24.01 and 24.02).

Description	Rate of Duty
	£ s. d.
Unmanufactured:	
If stripped or stemmed:	
Containing 10% or more by weight of moisture . . . the lb.	3 9 5
Containing less than 10% by weight of moisture . . . the lb.	3 17 1½
If unstripped or unstemmed:	
Containing 10% or more by weight of moisture . . . the lb.	3 9 4½
Containing less than 10% by weight of moisture . . . the lb.	3 17 1

	Full	Preferential
	£ s. d.	£ s. d.
Manufactured:		
Cigars . . . . . the lb.	4 6 10½	3 12 4½
Cigarettes . . . . . the lb.	4 4 6⅝	3 10 5½
Cavendish or Negrohead . . . . . the lb.	4 6 3	3 11 10½
Cavendish or Negrohead manufactured in bond . the lb.	4 5 7⅛	3 11 4½
Other manufactured tobacco . . . . the lb.	4 4 3	3 10 2½
Snuff containing more than 13% by weight of moisture the lb.	4 3 10½	3 9 10½
Snuff not containing more than 13% by weight of moisture the lb.	4 6 3	3 11 10½

Inquiries relating to this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks, also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

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SPAIN

Suspension of customs duties (1)

IN THE *State Gazette* of March 14, the Spanish authorities announced the following regulations regarding import duties:

Tariff Heading	Description	Details
09-01	Coffee:	
09-01 A	Not roasted	Duty of 1% only to be paid until June 26, 1966 (an extension of previous legislation).
09-01 A 1	Beans, whole	
09-01 A 2	Beans, broken	
12-01	Oil seeds and oleaginous fruit, whole or broken	Suspension of duties extended to June 13, 1966.
26-01 and Chapter 78	Metallic ores Lead and articles thereof	Suspension of duties extended to June 7, 1966.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Suspension of customs duties (2)

IN THE *State Gazette* of March 7, the Spanish authorities announced an extension of the duty free import of raw copper (Spanish tariff heading 74.01 B – copper matte, cement copper and unwrought copper), within a contingency limit of 10,000 tons, to April 7, 1966. This quota is to be distributed between the national producers of blister copper.

The *State Gazette* of March 8 announced the extension of the import duty suspension until April 2, 1966, on the following items:

Tariff heading	Description
73.06	Puddled bars and pilings, ingots, blocks, lumps, of iron or steel.
73.07 B 2 a	Blooms of more than 500 Kgs. weight.
73.07 B 4 a	Slabs of more than 1,000 Kgs. weight and more than 120 mm. thickness.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Customs tariff

IN THE *State Gazettes* of March 9 and 14, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
29-44	Antibiotics:		
29-44 B	Chloramphenicol and its esters.	50%	40·5%
41-01 A 4	Sheep and lamb skins:		
41-01 A 4 a	Fresh salted, weighing more than 30 kg. per dozen:		
41-01 A 4 a 1	With wool +	7%	7%
41-01 A 4 a 2	Other.	4%	1%
41-01 A 4 c	Dry salted, weighing more than 22 kg. per dozen: —		
41-01 A 4 1	with wool +	7%	7%
41-01 A 4 c 2	Other.	4%	1%
41-01 A 4 e	Dried, weighing more than 14 kg. per dozen:		
41-01 A 4 e 1	With wool +	8%	8%
41-01 A 4 e 2	Other.	4%	1%
	+ = Classified as sheep skin with wool when the wool fibres on the skin are of a length of more than 2 cm.		
69-08	Glazed tiles, flagstones and paving, hearth and wall tiles:		
69-08 A	Of common pottery of more than 15 mm. thickness	10%	9%
69-08 B	Other	25%	25%

Exporting to Spain

A SUPPLEMENT to the Board of Trade *Export Service Bulletin* on the Spanish market for certain consumer goods and durables will be published on March 28.

The supplement will contain market reports of interest to British manufacturers of knitwear, catering equipment, stainless steel products, toilet preparations, sanitary-ware, dishwashing machines, toys and games, food preparations, outboard motors and musical instruments.

Calls for tender by official and semi-official organizations

FAILURE to comply fully with the legal requirements set out in calls for tender put out by Spanish Ministries and other official and semi-official bodies can easily result in bids by British firms being disqualified before their contents are considered. It is not usually possible to remedy omissions of documentation or make rectifications of form once a tender has been submitted. It is, therefore, important that British firms should ensure that their bids not only fully meet all technical specifications laid down, but also that the form in which they are presented meets legal requirements. Although there is a general regulation setting forth the documents to be presented, it has been found that different Ministries or different official and semi-official organizations may give different interpretations to the general regulation. Before tenders are submitted, the 'Abogado del Estado' (State Lawyer) responsible for their preliminary examination is normally willing to advise on the interpretation of any conditions or requirements which may give rise to doubt.

British firms are advised to ensure that their Spanish agents or representatives are aware of the position. In the case of important tenders, it may be advisable for the local agent or representative to be represented by a lawyer in any approach to the 'Abogada del Estado.'

Opening of global quotas

THE LIST of Global quotas for 1966 was published in the *Board of Trade Journal* for March 11, page 574. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Million pesetas	
31	Special fabrics	7·2	May 1
32	Carpets and rugs	3·3	May 1
33	Ready-made clothing	9·0	May 1
34	Other textile manufactures	5·4	May 1

Anti-dumping duties

IN THE *State Gazette* of March 14, the Spanish authorities announced the following amendments and increases to anti-dumping duties on items under Chapter 73 of their Customs Tariff. These duties entered into force on March 15 and apply to goods already in the Peninsula or the Balearic Islands which have not yet been cleared through customs.

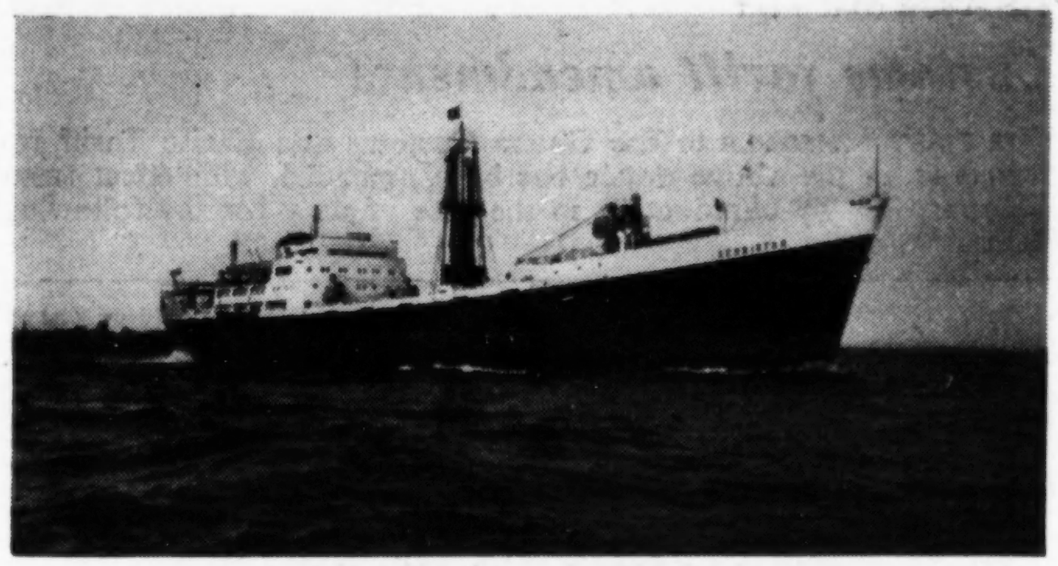
Tariff heading	Description	Duty Pesetas per metric ton
73.01 D	Cast iron moulding	400
73.01 E	Other cast iron or pig iron	400
73.07 B 1 a	Billets of more than 8 m.	900
73.07 B 1 b	Other billets	900
73.07 B 2 b	Other blooms	390
73.07 B 4 b	Other slabs	520
73.08 A	Iron and steel coils destined for cold-rolling	500
73.08 B	Other iron and steel coils	500
73.10 B 1	Wire rod	1,000
73.10 B 3 a	Other bars, not further worked than hot or cold-formed, whether or not forged	1,000
73.11 B 2	Other angles, shapes and sections of iron or of steel, other than special	800
73.12 B 1	Hoop and strip of iron or steel other than special simply hot-rolled, including pickled	840
73.13 B 1	Sheets and plates of iron or steel, hot-rolled	900
73.13 B 2	Sheets and plates of iron or steel, cold-rolled	2,000
73.14 B	Wire of iron or steel, other than special, whose greatest dimension in transversal section is:	
73.14 B 1	5 mm. or more	
73.14 B 1 a	Uncoated	2,200
73.14 B 1 b	Coated or with other work (tin-plated, galvanized, polished, corrugated, etc.)	2,810
73.14 B 2	1 mm. inclusive to 5 mm.	
73.14 B 2 a	Uncoated	1,600
73.14 B 2 b	Coated or with other work (tin-plated, galvanized, polished, corrugated, etc.)	2,560
73.14 B 3	Less than 1 mm.	
73.14 B 3 a	Uncoated	1,000
73.14 B 3 b	Coated or with other work (tin-plated, galvanized, polished, corrugated, etc.)	2,200

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Customs tariff

IN THE *State Gazette* of March 7, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff, and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
84.07A	Water wheels, water turbines and other water engines	30%	16%
84.10F2b	Other motor pumps, more than 10 tons weight per unit	40%	23½%
84.15B1	Freezing tunnels for poultry industry	40%	1%
84.15B2	Other refrigerators and refrigeration equipment and parts	40%	27%
84.17G	Drying, evaporating and condensing machinery	35%	21½%
84.19D	Other	35%	24½%
84.45C2el	Automatic presses		
a	Up to 16 tons inclusive	30%	14%
b	More than 16 tons and up to 25 tons inclusive	30%	8½%
c	More than 25 tons and 'Transfert' machines of any weight	30%	1%
84.45C6	Automatic machines for the manufacture of metal containers	30%	14%
84.45D1	Special machines (machines for pivots, files, and for manufacture of flexible spiral tubing	30%	1%
84.45D2	Other machine tools	30%	14%
84.59I	Gyroscopes and fins for ships stabilizers	30%	1%
J	Others (including automatic vulcanizing presses for welding tyres and tubes and vacuum curving machines used in manufacture of rubber covers	30%	16%
85.24A	Artificial graphite plates for electrolysis installations	35%	1%
85.24B	Others	35%	23½%



The Serbistan (10,850 tons) – latest addition to the Strick Line Fleet – which sailed from South Shields for Glasgow recently to commence loading on her maiden voyage on the Strick and Ellerman Line berth to Arabian and Persian Ports (Kuwait, Bahrain, Khorramshahr, Basrah, Umm Said, Dubai). Cargo for these destinations is of all sizes and descriptions – from wares to be sold in the local bazaars to oil well drilling equipment.

GREECE

Modifications to Greek customs tariff

FURTHER TO NOTICES published in the *Board of Trade Journal* dated June 18 and July 16, 1965, the Greek Ministry of Finance have issued a circular to Customs Authorities in which it is stated that 50 per cent of the full rate of import duty is to be re-imposed on live animals of the bovine species (tariff Nos. 01-02 A, B, C and D) and on fresh meat of bovine animals (tariff Nos. 02-01 A1a).

Any inquiries about the above notice should be made to the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

MOROCCO

Global import quotas for 1965

THE MOROCCAN *Bulletin Officiel* of February 2 published details of the following additional quotas opened for 1965. They are classified as 'protective' quotas, under which certain conditions have to be fulfilled before they can be utilized. The closing date for applications was February 15.

Tariff No.	Description	Quota
	Articles of a kind commonly used for domestic purposes, builders' sanitary ware, and parts of such articles and ware, of sheet iron or steel, not stainless, enamelled:	
73-38-14/16	Basins, teapots	20 metric tons (1)
73-38-15/17	Dishes and other articles	60 metric tons (2)
85-15-31	Television receivers, whether or not incorporating a radio receiver and/or a gramophone	1,200 receivers (3)

Notes:— (1) 3 metric tons reserved for Tangier importers
(2) 9 metric tons reserved for Tangier importers.
(3) Importers interested in this quota have to provide in addition to the usual documents, an agency or trade mark authorization or authorization from the factory or manufacturer, or a *pro forma* invoice signed by the latter. No proportion of this quota is allocated to Tangier importers.

THE SAME EDITION of the *Bulletin Officiel* announced that allocations of protective quotas for the undermentioned textiles are to be made:

Tariff No.	Description
51-04-01 to 14	Woven fabrics of continuous synthetic fibres except fabrics for the tyre-making industry
51-04-21 to 34	Woven fabrics of continuous artificial fibres.
53-11-01 to 21	Woven fabrics of sheep's or lambs' wool or of fine animal hair.
55-09 56-07-11 to 23	Other woven fabrics of cotton and woven fabrics of discontinuous artificial fibres (*fibranne*).
56-07-01 to 05	Woven fabrics of discontinuous synthetic fibres.
63-01-01/11	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishing articles (other than articles of Heading No. 58-01, 58-02 or 58-03), of textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk, bales, sacks or similar bulk packings.

The French text of these notices may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81).

GHANA

Brussels Nomenclature tariff

THE NEW Ghana Customs and Excise Tariff was published on February 22 following the presentation of the Budget.

The First Schedule of this tariff has been reclassified according to the Brussels Nomenclature. A copy of the new Tariff may be inspected at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

(Continued on next page)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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GHANA, *continued*

Customs tariff amendments

THE FIRST SCHEDULE to the Ghana Customs and Excise Tariff referred to in the above notice has been amended, with effect from February 24, by a reduction in the rate of duty for the following items:

Tariff No.	Tariff Description	Old Rate of Duty	New Rate of Duty
15.02/12	Animal (including fish) fats and oils, unprocessed; tallow; fixed vegetable oil, fluid or solid, crude, refined or purified; animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vacuum or in inert gas, or otherwise modified; degras; fatty acids; acid oils from refining; fatty alcohols; glycerol and glyceral dyes; animal or vegetable oils or fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared: A. Edible: (2) Other edible oils . . . *ad val.*	30%	25%
17.01	Beet sugar and cane sugar, solid . the lb.	C0·05	C0·05
25.01	Common salt (including rock salt, sea salt, and table salt); pure sodium chloride; salt liquors; sea water . . . . . the lb.	C0·05	C0·05
36.06	Matches (excluding Bengal matches): A. In boxes containing 50 matches each or less (for the purpose of this item five 'booklets' of matches shall be regarded as two boxes provided each booklet contains not more than 20 matches) . the gross boxes	C4·20	C2·10

NOTE: The symbol C should read in the Schedule as C for Cedi.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

NIGERIA

Import licensing regulations

LEGAL NOTICE No. 16 of 1966 published in the Federal Republic of Nigeria *Gazette* of February 24, amends, with effect from February 14, Open General Import Licence (All Countries) No. 1 of 1964 (referred to in the *Board of Trade Journal* of June 12, 1964, pages 1316-1317) by the addition to the First Schedule (Countries Excepted from this Licence) thereto of the following item:

14. Rhodesia.

Note:

The effect of this amendment is that all imports from Southern Rhodesia into Nigeria are now prohibited except on a Specific Import Licence issued by the Import Licensing Authority.

REPUBLIC OF SOUTH AFRICA

Customs tariff application (1)

CUSTOMS TARIFF Application list No. 410, published in the Republic of South Africa *Government Gazette* of March 11, states that the Board of Trade and Industries have received the following application for increase in the Republic's customs tariff:

Fractional horse power motors, 1/20 h.p. and over, single and three phase (excluding motors marked or identifiable as flame proof or explosion proof, submersible motors, a.c. commutator motors and synchronous motors) from 5 per cent *ad valorem* (United Kingdom: Free) to 30 per cent *ad valorem* (United Kingdom: 25 per cent *ad valorem*).

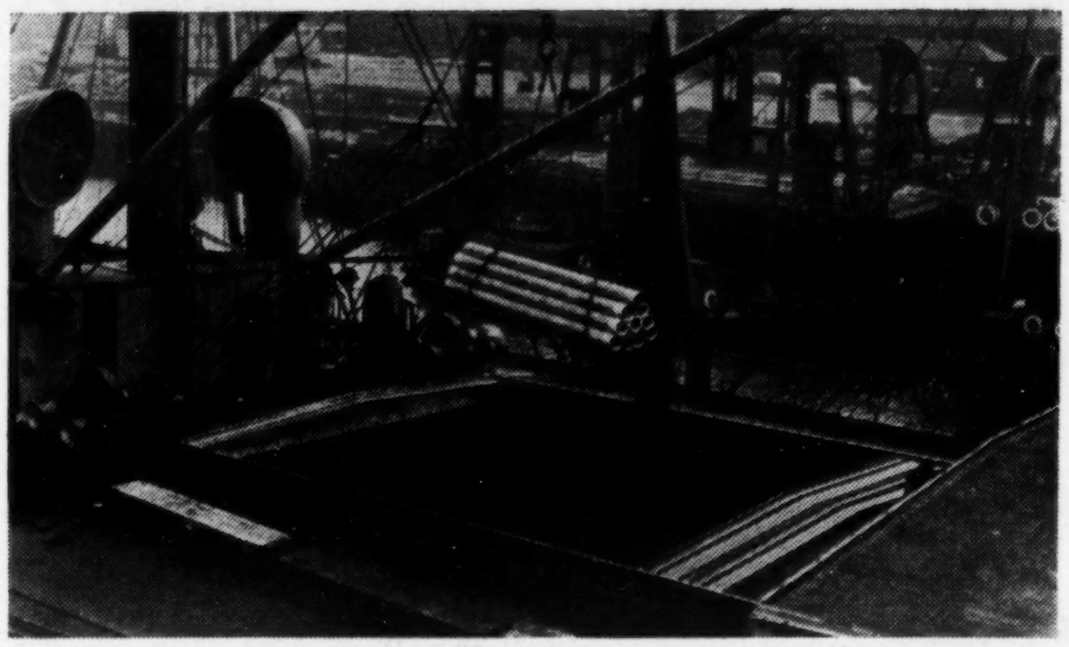
Those British trade organizations thought to be interested in the above application are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 684/66.

Customs tariff applications (2)

CUSTOMS TARIFF APPLICATION list No. 411, published in the Republic of South Africa *Government Gazette* of March 18, states that the Board of Trade and Industries have received applications for increase in duty on the following:

(1) Crayons, pastels, writing chalk and drawing chalk, from free of duty to 20 per cent *ad valorem*.
(2) Polyethylene coated paper and paper board, unprinted, in rolls or sheets, from various rates of duty to 25 per cent *ad valorem*.

Those British trade organizations thought to be interested in these



'Everite' asbestos-cement pressure pipes being loaded at Glasgow docks en route to the Ghana Supply Commission. This is the first consignment against an order valued at £750,000 obtained by Turners Asbestos Cement Co. Ltd., a Turner & Newall company in conjunction with the Coutinho Caro Group of Companies. The pipes will be used for water supply schemes throughout Ghana.

GROUP EXPORT SERVICE

Unpacking in South Africa a Hilger and Watts' Ebert spectrograph as used for steel analysis. Hilger and Watts are members of BESTEC (British Engineers' Small Tools and Equipment Co. Ltd.) group service. This non-profit making service – whose 14 members subscribe an average of £1,500 a year – have raised their combined annual exports to over £3 million. Basically, the service is provided by experienced travelling representatives, each specializing in a set of territories which he visits regularly and in depth, studying the market, vetting agents and maintaining a continuous personal link (wherever the member company is unable to do so itself) between the member and the agent by prompt reports and by visiting all members before and after each trip. Inquiries about the service should be made to BESTEC at 6 Buckingham Street, London, W.C.2.

applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 717/66, (2) CRE 718/66.

MALAWI

Customs tariff changes

THE MALAWI *Gazette Supplement* published on February 18 contained an Act to amend the Customs and Excise Ordinance. The items affected and the new rates of customs duty are as follows:

PART II
(Britain pays the column D rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
39	Common salt (sodium chloride) including dairy, rock, sea and table salt:				
	(a) In bulk	Free	Free	Free	Free
	(b) Other *ad val.*	30%	20%	20%	10%
53	Cigars and cigarillos per lb.	£1 8s. 0d.	£1 6s. 0d.	£1 6s. 0d.	£1 4s. 0d.
54	Cigarettes per lb.	£0 17s. 0d.	£0 15s. 0d.	£0 15s. 0d.	£0 15s. 0d.
55	Goorak, or gooracco and hookah mixture, and all imitations or substitutes therefor or for tobacco per lb.	£0 10s. 0d.	£0 8s. 0d.	£0 8s. 0d.	£0 8s. 0d.
56	Snuff per lb.	£0 10s. 0d.	£0 8s. 0d.	£0 8s. 0d.	£0 8s. 0d.
57	Tobacco, manufactured per lb.	£0 10s. 0d.	£0 8s. 0d.	£0 8s. 0d.	£0 8s. 0d.
58	Tobacco, unmanufactured:				
	(a) Grown in a contiguous country, not intended for and not used in the production in Malawi of manufactured tobacco for consumption	Free	Free	Free	Free
	(b) Other per lb.	£0 7s. 0d.	£0 5s. 0d.	£0 5s. 0d.	£0 5s. 0d.
76	Piece-goods, woven, knitted, crocheted or fetted, n.e.e.:				
	(a) Containing more than 50% of cotton, n.e.e. *ad val.* or per sq. yd.	50% £0 1s. 5d.	30% £0 0s. 11d.	30% £0 0s. 11d.	15% £0 0s. 7d.
		whichever duty shall be the greater			
	(b) Containing more than 50% of man-made fibres (including rayons) n.e.e. *ad val.* or per sq. yd.	50% £0 1s. 5d.	30% £0 0s. 11d.	30% £0 0s. 11d.	15% £0 0s. 7d.
		whichever duty shall be the greater			
80	Threads and yarns:				
	(a) Sewing, knitting and crochet: put up for retail sale *ad val.*	40%	30%	10%	10%
	(b) Boot and shoemakers', saddlers' and sailmakers' *ad val.*	10%	5%	Free	Free
86	(1) Bicycles, tricycles and motor cycles not being toys:				
	(a) (i) Bicycles and tricycles *ad val.* or each	100% £8 0s. 0d.	30% £2 8s. 0d.	20% £1 12s. 0d.	10% £0 16s. 0d.
		whichever duty shall be the greater			
	(ii) Spare parts and accessories therefor, but not including electric lamps bulbs, tyres and tubes, when imported separately *ad val.*	100%	40%	30%	20%
	(b) Motor cycles, not being motor vehicles equipped with reverse gear; and sidecars:				
	(i) Motor cycles and sidecars *ad val.*	100%	32½%	15%	15%
	(ii) Parts and spare parts and accessories, n.e.e. *ad val.*	30%	20%	10%	10%
	(2) Trailers for bicycles or motor cycles *ad val.*	30%	20%	20%	10%
	Note: Radios and radio apparatus built into or attached to vehicles falling within this item shall not be regarded as parts or accessories and are therefore subject to the duties elsewhere provided.				
103	(1) Internal combustion engines, their parts, equipment and accessories, n.e.e., not being designed specially for aircraft:				
	(b) Other engines, imported separately *ad val.*	30%	20%	10%	10%
	(c) Accessories and auxiliary equipment not elsewhere provided for in this item, normally mounted with or upon internal combustion engines, including radiators, fans, fan belts and hoses, electrical generators, starter motors, magnetos, ignition coils, distributors, contact breakers, sparking plugs, fuel pumps, fuel injectors, carburettors, water pumps, clutches and gear boxes; parts and spare parts: when imported separately *ad val.*	30%	20%	10%	10%
	(Duties against tariff items 103 (1) (a) and 103 (2) remain unchanged.)				
119	(3) Batteries and cells, electrical:				
	(a) Dry primary *ad val.*	55%	45%	40%	30%
	(b) Accumulator type six or twelve volt, of a type suitable for motor vehicles (other than motor cycles) or for wireless broadcast receiving sets:				
	(i) Imported in kit form for local assembly *ad val.*	30%	25%	10%	10%
	(ii) Parts and spare parts *ad val.*	30%	25%	10%	10%
	(iii) Other *ad val.*	40%	35%	20%	20%
	(c) Batteries and cells, n.e.e. *ad val.*	25%	15%	Free	Free
126	(3) Bronze bushes, rough cast in the length *ad val.*	10%	5%	Free	Free
129	Motor vehicles and trailers therefor:				
	(a) Ambulances, mobile clinics, mobile dispensaries and mobile libraries; fitted out, or for conversion as such, subject to such conditions as the Controller may impose *ad val.*	5%	Free	Free	Free
	(b) Refuse and sewage collection vehicles; mobile electric power generating vehicles; mobile concrete mixing and carrying vehicles; vehicles and trailers equipped with tipping or bottom dump bodies; hearses *ad val.*	10%	5%	5%	Free
	(c) Coaches and omnibuses; designed for or having a seating capacity for not less than 20 persons *ad val.*	20%	10%	10%	5%
	(d) Load carrying vehicles, n.e.e., and trailers; of a carrying capacity of not less than 3 tons *ad val.*	20%	10%	10%	5%
	(e) Four-wheel drive vehicles, n.e.e., and trailers, n.e.e. *ad val.*	25%	15%	15%	10%
	(f) Lorries, vans and pickups, designed solely for the carriage of goods and of a type which, in the opinion of the Controller is not readily capable of being adapted for the carriage of passengers, and which is not advertised or stated to be suitable either before or after importation for adaptation as, or conversion into, a passenger carrying vehicle, and partly into a goods carrying vehicle *ad val.*	25%	15%	15%	10%
	(g) Other vehicles, including motor cars, coupe-imps, station wagons, safari vans, general purpose vehicles and motor caravans:				
	(i) of a value for duty purposes not exceeding £800 each *ad val.*	37½%	32½%	27½%	15% ...
	(ii) of a value for duty purposes exceeding £800 each but not exceeding £1,200 each *ad val.*	42½%	37½%	32½%	20%
	(iii) of a value for duty purposes exceeding £1,200 each *ad val.*	47½%	42½%	37½%	25%
	(h) Chassis with or without cabs for conversion into goods carrying vehicles with bodies built in Malawi or for conversion into such other types of vehicle as the Minister may approve for the purposes of this item; trailer chassis or frames for conversion into trailers with bodies built in Malawi: subject to such past importation conditions as the Controller may impose *ad val.*	15%	5%	5%	Free
	(i) Parts and spare parts and accessories, including chassis, bodies and cabs, n.e.e. *ad val.*	30%	20%	10%	10%
	Notes:				
	(1) Radios and radio apparatus built into or attached to vehicles falling within this item shall not be regarded as parts or accessories and are therefore subject to the duties elsewhere provided.				
	(2) Under such conditions as the Controller may determine, appliances specially designed to assist physically handicapped persons in the driving of motor vehicles shall not, when built into or attached to motor vehicles falling under this item be regarded as parts or accessories and shall be entered separately under the item applicable to such appliances.				
	(3) If the Controller is satisfied that any vehicle or unit falling within this item is, upon importation in an incomplete or unfinished condition he may direct that duty shall be payable at the rate appropriate to the value for duty purposes of that vehicle as if it were in a complete or finished condition.				
130	(2) Tractor parts and spare parts and accessories: Provided that the Controller or proper officer is satisfied that such parts and accessories are not interchangeable with parts and accessories suitable for use on other vehicles *ad val.*	10%	5%	Free	Free
154	Radio, wireless and electrical sound reproducing and recording apparatus, including radar and television apparatus and accessories, but not including batteries:				
	(b) Wireless and television broadcast receivers; radio gramophones; electrical sound amplifiers, electrical sound reproducing and recording machines, cabinet loudspeakers, chassis complete or incomplete; and cabinets, imported separately, n.e.e.:				
	(i) Broadcast receivers (excluding				

(Continued on next page)

MALAWI, *continued*

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	crystal sets with a value for duty purposes not exceeding £1), radio gramophones, record players, amplifiers, transistor type; and car radios *ad val.*	45%	35%	35%	20%
	and in addition, per each	£4 0s. 0d.	£4 0s. 0d.	£4 0s. 0d.	£4 0s. 0d.
	(ii) Chassis (as defined) whether or not incorporating other parts:				
	(A) Receiver chassis (other than chassis incorporating transistors) complete and requiring only the addition of valves and additionally or alternatively tubes or loudspeakers . *ad val.*	45%	35%	35%	20%
	(B) Other chassis . *ad val.*	45%	35%	35%	20%
	and in addition, per each	£0 10s. 0d	£0 10s. 0d.	£0 10s. 0d.	£0 10s. 0d.
	Note: Chassis for the purpose of this section is defined as: A. Printed circuits; or B. Plastic, fibrous, laminated or other non-metallic sheet insulation, conductively coated, drilled, punched, etched, printed or otherwise fabricated in such a manner as to identify it as a finished or partly finished component of radio apparatus; or C. Receivers without cabinets.				
	(iii) Cabinets, imported separately, complete or incomplete, and wooden parts thereof *ad val.*	45%	35%	35%	20%
	(iv) Receivers of the communications type . . *ad val.*	30%	20%	20%	5%
	(v) Other . . . *ad val.*	45%	35%	35%	20%
	(c) Other, and parts and accessories, n.e.e.:				
	(i) Transformers up to 250 watts and coils, whether or not incorporated with a switch; coil formers, whether or not wound or fitted with cores but not including ceramic or glass formers; transformer bobbins; but not including cores or core material imported separately . . *ad val.*	45%	35%	35%	20%
	(ii) Transceivers (including radio telephone units) and communications receivers, n.e.e. *ad val.*	30%	20%	20%	5%
	(iii) Other . . . *ad val.*	45%	35%	35%	20%
206	Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders:				
	(a) Soap, including medicated soap, n.e.e. . . . *ad val.*	45%	35%	35%	25%
	or per 100 lb.	£1 13s. 0d.	£1 9s. 0d. whichever duty shall be the	£1 9s. 0d.	£1 5s. 0d. greater
	(b) Synthetic detergents in powder form:				
	(i) in bulk . . *ad val.*	25%	15%	15%	5%
	or per 100 lb.	£1 3s. 6d.	£1 1s. 0d. whichever duty shall be the	£1 1s. 0d.	£0 17s. 0d. greater
	(ii) other . . . *ad val.*	35%	25%	25%	15%
	or per 100 lb.	£1 3s. 6d.	£1 1s. 0d. whichever duty shall be the	£1 1s. 0d.	£0 17s. 0d. greater
	(c) Other including shaving soaps and creams, shampoos and scouring powders . . . *ad val.*	35%	25%	25%	15%
295	(4) Wrapping paper and wrappers including cellulose and greaseproof papers whether or not printed, ruled, lithographed or embossed:				
	(i) Paper in the original mill wrappers, flat or folded, not less than 16 ins. by 15 ins. paper size, or in the original mill reels not less than 9 ins. paper size or for printing:				
	(a) for packaging in industry *ad val.*	20%	10%	Free	Free
	(b) other . . . *ad val.*	30%	20%	10%	10%
	(ii) Other:				
	(a) for packaging in industry *ad val.*	25%	15%	5%	5%
	(b) other . . . *ad val.*	35%	25%	20%	20%

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966, published as Malawi Government Notice No. 30, amends the Customs and Excise (Suspension) Regulations, 1965, published in the *Board of Trade Journal* (pages 166 and 167) on January 21, to the following extent:

The Schedule is amended:
(a) by the following textual alterations:
(i) For 'Ex 65 (m) (iii)' read 'Ex 65 (m)'
(ii) For '69 (a) (v)' read 'Ex 69 (a) (v)'
(iii) In Item Ex 72 (3), delete the word 'black'
(iv) For 'Ex 73 (b)' read 'Ex 73' in both entries
(v) For 'Ex 89 (c)' read 'Ex 89'
(vi) For '203 (1)' read 'Ex 203 (1)'
(vii) For '296 (1) (f)' read 'Ex 296 (1) (f)'
(b) by the deletion of the following entire items and their corresponding effective rates, with effect from January 15, 1966:
(i) Ex 89
(ii) Ex 154 (c) (ii)
(c) by the addition to the Schedule of the following items in the appropriate order:

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
1 (d) (i)	Chicks, not more than 8 days old .	Free	Free	Free	Free
Ex 99	Forks, knives, spoons or similar articles of cutlery when permanently or indelibly engraved, etched, stamped or in any other manner marked with the name (or other identification satisfactory to the Controller) of a hotel licensed under the Hotels Act, 1965, and solely for use in such hotel *ad val.*	35%	20%	20%	5%
Ex 102	Tableware when permanently or indelibly engraved, etched, stamped or in any other manner marked with the name (or other identification satisfactory to the Controller) of a hotel licensed under the Hotels Act, 1965, and solely for use in such hotel . *ad val.*	25%	17½%	15%	5%
Ex 172 (b) (ii)	Glass, china, porcelain, earthen and stone articles of tableware when permanently or indelibly engraved, etched, stamped or in any other manner marked with the name (or other identification satisfactory to the Controller) of a hotel licensed under the Hotels Act, 1965, and solely for use in such hotel *ad val.*	45%	30%	20%	5%
Ex 200 (b)	Aircraft turbine fuel . . .	Free	Free	Free	Free
Ex 282 (b)	Seed packets. . . *ad val.*	15%	5%	Free	Free
Ex 296 (1)	Forms or other matter, whether carrying advertisements or not, which the Controller is satisfied are mainly intended for airline use, but not for use on internal flights; blank carnets, triptiques, health certificates and the like *ad val.*	10%	Free	Free	Free
Ex 302 (b)	EPNS and plated ware when permanently or indelibly engraved, etched, stamped or in any other manner marked with the name (or other identification satisfactory to the Controller) of a hotel licensed under the Hotels Act, 1965, and solely for use in such hotel *ad val.*	30%	20%	20%	5%

(Britain pays the Column D rate of duty.)

The duties appearing in the customs tariff, in so far as they apply to the goods appearing in the Schedule below, are suspended to an extent sufficient to reduce the duties to the effective rates shown in that Schedule in respect of such goods which are entered for consumption on or before June 30, 1966.

	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 2	Baking powder and yeast, for use in industry or bakeries and accepted as such by the Controller . . . *ad val.*	20%	10%	10%	Free
Ex 21 (2)	Cornflour in bulk for manufacturing purposes in industry *ad val.*	20%	10%	10%	Free
Ex 93 (1) (a)	Farm carts . . *ad val.*	10%	5%	Free	Free
282 (a)	Bags, paper and transparent cellulose, printed or not printed, for packaging in industry *ad val.*	15%	5%	Free	Free
286 (a)	Cardboard boxes, cartons, cups, jars, and discs, plain or printed, for packaging in industry or for transportation or storage of locally produced goods when imported by the producer or user thereof *ad val.*	15%	5%	Free	Free
Ex 295 (4) (ii) (a)	Wrapping paper and wrappers including cellulose and greaseproof papers for packaging in industry . . *ad val.*	20%	10%	Free	Free
Ex 295 (6)	Gummed strip for packaging in industry . . *ad val.*	10%	Free	Free	Free
296 (1) (c) (i)	Wrappers, labels, tags and seals, printed, for packaging in industry . . . *ad val.*	15%	5%	Free	Free
Ex 296 (1) (f)	Printed gummed strip for packaging in industry . *ad val.*	30%	20%	10%	5%
Ex 331 (2)	Pliable plastic or composite containers for packaging in industry or of unmanufactured leaf tobacco . . *ad val.*	10%	5%	Free	Free

(Britain pays the Column D rate of duty).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

MALAYSIA

Import restrictions

THE MALAYSIAN *Government Gazette* dated March 3, 1966, announces that the importation of the goods specified below originating from China is prohibited except under special licence. The schedule to the Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order, 1965, is therefore amended by adding thereto the following new items:

(1)	(2)	(3)
062 010	Sugar confectionery, not containing cocoa	China
733 111	Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized	China
841 422	Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted	China

SURINAM

Television sets and aerials temporarily free of import duty

THE Netherlands *Economische Voorlichting* No. 5 of February 2, 1966, states that the period during which television sets and aerials therefor, classified under tariff heading 85.12, may be imported into Surinam free of import duty, has been extended until June 1, 1966.

A previous notice on this subject was published in the *Board of Trade Journal* of July 9, 1965, page 118.

AUSTRALIA

Dumping duty

PHENOL FORMALDEHYDE moulding material has recently been made the subject of a dumping duty under the Australian Customs Tariff (Dumping and Subsidies) Act, 1961-1965.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 651/65.

Tariff changes

CHANGES have been made in the Australian Customs Tariff affecting the rates of duty payable on (a) **peanuts and peanut oil** (b) **rapeseed oil** and (c) **glass grains.**

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime it may be possible to obtain details of the tariff changes from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

References to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472), of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **Stainless steel plates, sheets, hoop and strip** (Tariff Items 73.15.619 and 73.15.710).

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extn. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7878, Ext. 2318 and 2319) quoting reference No. 7968/65 CRE.

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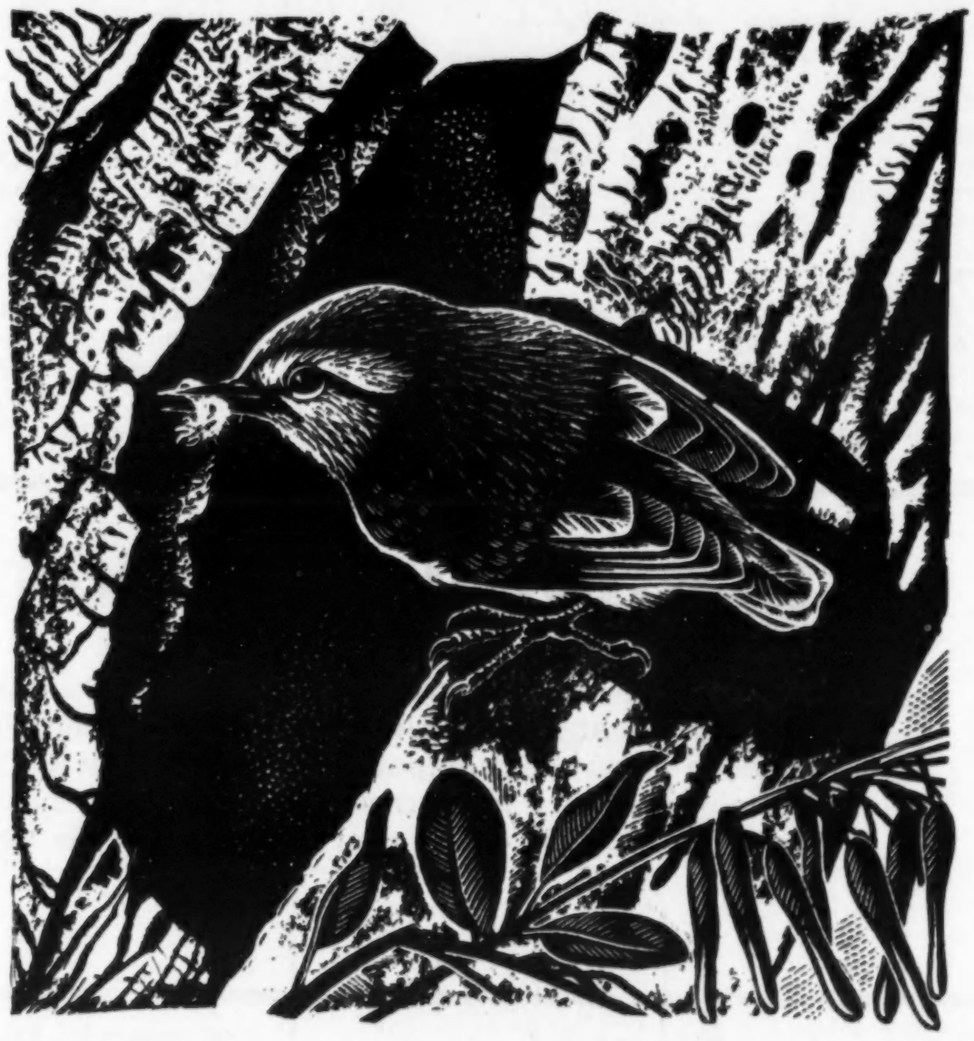

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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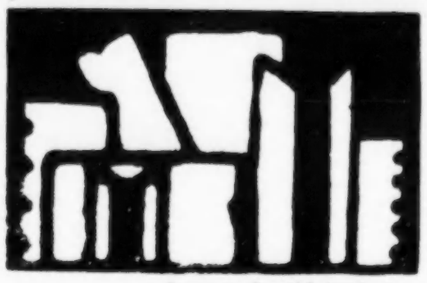

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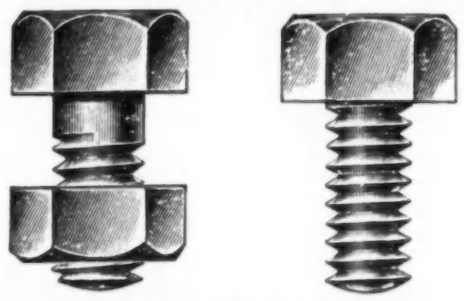

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